

.....

# Sage 200:

.....

More choice, more freedom

.....

## About Sage 200

---

Sage 200 software helps you manage your finances, customers and business insight in one solution. It's designed to help you share data easily; work smarter and ensure your whole business works together efficiently as well as delivering real cost benefits to your business.

It's ideal for companies with a turnover of £1 million to £50 million or typically 20-200 employees, and delivers scope to grow.

There are a huge range of choices available to allow businesses with specific needs to pick and choose the modules specific to their business, such as order processing, invoicing, manufacturing, stock control and project accounting.

Easy to install and adapt, Sage 200 offers the choice and flexibility to fit the needs of your business as it changes and grows.


### About us

Sage has been delivering software and services for all kinds of businesses for over 30 years. We're a FTSE 100 listed company with 5.7 million customers worldwide.

Our headquarters remain in the UK, where we first started, and more than 23,000 of the UK's largest businesses, including more than one third of the FTSE 100 choose Sage software.

## Contents

- 1 About Sage 200
- 2 Choice and freedom for your business
- 4 What's the difference?
- 5 Sage 200 versions
- 6 How Sage 200 supports your entire business
- 8 More choice, more freedom
- 10 Gain greater control over your business
- 14 Managing your financial position - the essentials
- 16 Confidently manage your supply chain
- 17 Manage your sales orders
- 18 Manage your projects
- 19 Manage your stock
- 21 Manage your customers
- 23 Manage your sales and marketing
- 25 Manage your manufacturing and production processes
- 27 Online



.....  
**More choice, more freedom**  
.....  
**keeps David happy**  
.....

David spends his day making choices. Choices about budgets, time, effort, focus...

Sage 200 helps him make the right choices with accurate, timely insight into what makes his business tick.

And with the freedom to access business data anytime, anywhere, he doesn't have to sacrifice sports day for the board meeting. So keep smiling, David.

## Sage 200: Choice and freedom for your business

---

All businesses are different and change over time. Recognising both these facts helps us shape our software to give you choices.

We pack our Sage 200 solution full of tools that you can use straight away to help you run your business smartly and efficiently, but we know that's not the end of the story.

Sage 200 is modular, so you choose the elements you need when you need them and add others as your business develops.

And with a choice of online or installed on premise software, there's even more flexibility about how you use, roll out and pay for your software.

### Get up and running quickly with expert local support

So what makes us different from other software companies? We like to think it's the personal touch.

We have an unrivalled network of Accredited Business Partners who work with you to assess your business needs and deliver a solution that's just right for you.

Our Accredited Business Partners can tailor your software specifically for your business and industry and adapt it to work in line with other third-party systems.

### They provide:

- Expert local knowledge
- Consultancy
- Project management
- Systems architecture

They also offer you the flexibility of support face-to-face, online or over the phone – giving you the confidence of knowing there's always someone nearby who understands your business.

### Expertly developed additions that really fit your business

We also offer a network of over 900 independent Developers who create specific solutions and add-ons to help make our software work alongside your specific processes or industries.

So if there's something you need that isn't exactly standard, our Developers are there to help. They have the innovation and expertise to design, build and integrate solutions with your Sage software so it meets your specific needs and supports your business objectives.

To find a Developer or see the range of software available, visit [www.sage.co.uk/additions](http://www.sage.co.uk/additions)

# Sage 200 or Sage 200 Online

## What's the difference?

Sage 200 Online is the online or cloud-based version of Sage 200. We introduced it to offer you more choice about how you access, use and pay for your software.

You can still go down the traditional route of owning, controlling and managing your software within your business with the on premise solution.

Or you can opt for an online service where your software is hosted online and accessed via a web browser.

It might help to think of it a bit like renting (online) versus buying your property (on premise). There are advantages to both options, but there are also lots of things to consider before deciding which is the right choice for your business.

The two versions work in exactly the same way, but there are some modules which are currently available on premise only.

Don't worry, we'll take the time to talk you through all the options and make sure you understand what's the best fit for your business.

### But here's a brief breakdown:

Online software	On premise software
Accessed via a browser (installed on the desktop and runs online)	Runs on your in-house server
Pay as you go option	Initial upfront investment
Needs no or minimal IT resource to maintain	Needs more IT resource to maintain (either outsourced or in-house)
Your business data is held remotely in a European, ISO 27001 standard certified datacentre	You maintain responsibility for business data security and back up
Why choose an online solution?	Why choose an on premise solution?
You need a larger solution to manage your business, but want to avoid large up-front capital investment	You want to keep business data in-house and can support investment in technology and ongoing maintenance
You want to get up and running with your business software quickly	The scale of your business makes it more economical to invest initially then reap the rewards longer term
You want to focus on business growth without being distracted by technical issues. You don't have the IT expertise to install and support an on premise solution	You have your own IT infrastructure and support to manage your business and want to make your software work harder for you
You prefer to outsource security and back-up of your business data	You are a regulated business and would prefer data onsite
You want to integrate with applications such as Windows 8® and Office 365™, so you can have your integrated office in the cloud	You want to integrate your business software with other applications but can't find a cloud provider that can support this

# Sage 200 Versions

Module	Functionality	Sage 200 on premise	Sage 200 Online
<b>Financials</b>	The essential financials package to manage your cashflow with the 4 key ledgers	✓	✓
<b>Commercials</b>	Stock, POP and SOP, price lists, price book and managing your supply chain	✓	✓
<b>Business Intelligence</b>	Powerful trend analysis and intuitive reporting. Simple to create your own reports and dashboards	✓	
<b>Workspaces</b>	For data mining and reporting. Use simple dashboards and customisable views to find the information you need, specific to your role	✓	✓
<b>Customer Relationship Management</b>	For sales and marketing automation, pipeline management and marketing campaigns	✓	
<b>Project Accounting</b>	For managing projects and customer/supplier relationships. View profitability and easily view costs v budgets at a glance	✓	✓
<b>Web Timesheets and Expenses (access online)</b>	Enter, print and authorise timesheets and expenses online. Links with Sage Payroll	✓	✓
<b>Bill of Materials</b>	For simple manufacturing processes	✓	✓
<b>Manufacturing</b>	For complex manufacturing processes – full Manufacturing Resource Planning solution	✓	



## Sage 200: More choice, more freedom

Choose an online or on premise solution. Choose upfront or monthly payments. Choose the modules you need to manage your business. Choose the options that are right for you.

### **Accurate, timely insight that helps you drive success**

Save time and support key decisions by getting straight to the business critical data you need, from sales, to orders, invoices, productivity, budgets, profits and much more in a single system.

Get up to date, real-time information quickly and easily via personalised dashboards, without the need to spend time compiling reports.

Or drill down into the detail and the information that shows you what's important to you with customisable screens and controls.

### **Work more smartly and efficiently with greater control**

Because it offers more than just accounts, Sage 200 helps you build a joined up, efficient business, connecting all your different teams from sales to customer services, dispatch to financials.

Get the right data to the right people, so they see what they need to see without being distracted by too much information. Control access with different levels of admin rights to maintain control over sensitive data.

### **Software that fits your business**

Pay for what you use, not what you don't. Choose different modules depending on what your business needs – financials, invoicing, order processing, project accounting, customer relationship management, bill of materials and manufacturing.

Add or remove modules and scale the number of users up or down to match the flexibility of your business. And choose the payment and deployment options which make sense to you.

Plus our Accredited Business Partners and Developers can help you tailor the software to work for your individual business needs and integrate existing tools and applications.

### **Access data any time from anywhere**

Sage 200 offers the option to access data when away from the office or out on the road. Authorised users can access key information through an internet connection, enabling you to use a wide variety of mobile devices as well as standard PCs, laptops and tablets.


This gives you the freedom to work anywhere, making it easy to access critical information when you're out of the office visiting customers or suppliers, and making home working straightforward.

### **Peace of mind that your business data is safe and secure**

Sage 200 Online is built on the Windows® Azure™ platform – a secure, resilient and highly scalable solution ideal for those who want the flexibility to scale operations up or down at peak times.

Your IT costs are reduced as server security, maintenance and data back up is all taken care of for you, and meets with ISO 27001 standards.





.....

## Steph's office comes with great views

.....

Steph enjoys a great outlook every day. A clear view of sales, customer service and financial performance.

It's the choice and freedom that Sage 200 offers that gives her this unique perspective on her business.

So, at the end of the day, she can sit back and take in the view, confident that Sage 200 is keeping her business in focus.

## Sage 200: Gain greater control over your business

.....

Plan strategically for growth and change with tools that help you identify key trends and patterns.

Spot opportunities for innovation and identify improvements in productivity and growth in every area of your company.

### Effectively analyse critical business information

Use powerful analytical tools to inform your decision-making and share business data widely across your organisation.

### Easily build your own reports

Change report fields in seconds to give you key information such as Profit & Loss by cost centre and department; sales by customer by month; stock valuation for the last three months; trend in overdue orders; stock movements by product group, and many more.

Bring your business data to life using charts and graphs.

### Effectively manage your customer relationships

Offer the highest quality service and support and measure the effectiveness of your marketing campaigns with advanced customer relationship management tools.

### Benefit from greater Business Intelligence:

Sage 200 Business Intelligence can help you to identify customer and product trends and understand any variations. You can measure performance against different benchmarks and analyse data and connections between different parts of your business.

- View key performance indicators
- Plan for business growth at minimal risk
- Highlight additional revenue opportunities
- Discover areas where you can improve productivity
- Respond to changing business conditions



“I can run off reports on daily sales and daily gross profit or management accounts in about 15 seconds. In terms of sales, we can see what’s up and what’s down, analyse why, and take immediate pre-emptive action.”

**Richard Grethe,**  
Finance Director,  
Focus Pharmaceuticals Limited

### Workspaces

Sage 200 workspaces bring key information together on one screen.

They give different people across your organisation relevant information quickly and easily and are customisable, so you can configure them to suit different job roles and responsibilities.

Workspaces are very simple to navigate. You can quickly and easily drill down from top level to more detailed information. For example, you can select a customer account on a workspace and from there see the transactions that customer has made.

#### To customise their workspace, users can:

- Add and remove data fields
- Quickly filter and sort information using advanced filters that can be saved and shared with other users
- Save time as forms can be automatically filled with details of the item selected on the workspace
- Print workspaces data and related reports
- Change the layout and content of the workspaces using the Workspace Designer
- Access data remotely from external sources alongside your Sage 200 data on one screen



## It only takes one Chris to change a light bulb

Chris is always looking to cut costs. As soon as an old bulb blows, he's out with his ladder, a new energy efficient replacement in hand.

As a financial controller, he takes the same approach to business costs. Where can he reduce outgoings and improve efficiency? Why pay more?

It's the choice and freedom that Sage 200 offers that allows him to see his costs clearly, with a solution that fits his business, so he only pays for what he needs. Now that's a bright idea.

## Sage 200: Managing your financial position - the essentials

Ensure you know the financial position of your company at any point in time. Analyse historical trends and data to give you the accurate information you need to make critical business decisions.

### Accurate and up to the minute finances

Be precise with your business finances. Track budgets, drill down into data and deal with all your VAT submissions.

### Flexible accounting periods

Gain greater control over your accounting periods, with up to 20 accounting periods, which can be open, closed and re-opened as needed. You can also control the length of period and set up period structures in advance for future years.

### Flexible nominal code structure

Enjoy the benefit of in depth analysis and reporting. Set up departments and cost centres as well as Profit and Loss and Balance sheet reporting with the option to group accounts for reporting purposes. Make adjustments to previous year journals and roll changes forward to ensure your accounts are accurate and up to date.

### Batch data upload

Enter a batch of journals and place transactions on hold for authorisation before committing them to the Nominal Ledger.

### VAT flexibility

Choose VAT inclusive or exclusive prices. Online VAT submissions are built in, ensuring you comply with regulations.

### Save time with automated statements, standing orders and direct debits

Set up processes to send statements directly to customers. Get a view of all outstanding customer payments and invoices to help you maintain cashflow. Easily and clearly view and track all standing orders and direct debits, with details of the day they are paid, frequency, number of payments made, number still to pay etc.

### Store unlimited customer and supplier contact details

Make sure the right information goes to the right contact by storing customer and supplier phone numbers, addresses and websites.

### Detailed reporting

Produce detailed reports by region, sales representative, industry type, customer rating account manager, partner etc. Easily forecast and budget for customers, suppliers and projects.

### Manage your cash flow

Effectively manage your cash flow with Sage 200. Make sure you're up to date with the latest company information at your fingertips.

### Bank reconciliation

Save time and eliminate rekeying by reconciling bank statements alongside your banking software. Reconcile statements with payment and receipt details, record discrepancies, transactions and charges all in one place.

### See your balances

See at a glance the liquidity of your accounts using bar charts and line graphs to bring figures to life.

### Advanced multi-currency options

Manage all your foreign currency trading with ease, including exchange rate changes and their impact on business finances across all ledgers and cash book.

Move money from one bank account to another, and between currencies to maximise interest earned and minimise overdraft charges.

### Understand how changes impact your cash flow

Get an accurate view of your financial status based on actuals and budgets for up to 5 years. See your short term and long-term cash position and quickly understand how unexpected delays and expenses will affect your cashflow.

## Sage 200: Confidently manage your supply chain

Sage 200 is designed to help you manage every element of your supply chain - from quotations, to price books; receiving and delivering goods, together with a sophisticated stock management system that's fully linked to your financial data.

Sage 200 Purchase Order Processing fully integrates with Stock Control, Purchase Ledger and Sales Order Processing, so you'll know that goods are available to your customer as soon as you receive them. You can respond quickly and efficiently to customer demands and be agile about products and pricing to maintain loyalty and satisfaction.

### See the full story of an order

Sage 200 supports complex supply and delivery models. Select different delivery addresses per order line; specify different delivery addresses to one supplier and see price negotiation data - invaluable information that helps orders run smoothly.

### Make sure business doesn't stop without you

Apply authorisation limits and alerts to keep orders moving while you're busy. If you're out of the office, authorise orders remotely via a secure web user. Reject unexpected or incorrect deliveries, highlighting any discrepancies with invoices and allow for costs that are already committed.

### Compile order lists based on purchase orders

If you prefer to create your Purchase Orders manually, Sage 200 can help you save time by compiling lists of what you should order, based on shortfall, and what you need for back-to-back orders. You can then decide who to buy from.

### Keep a running total

It's easy to spot errors as you go, as Sage 200 calculates a running total when you're matching invoice line items to orders.

### Record disputes

Flag up any invoices "under dispute" and they won't be updated to the Purchase Ledger until the dispute is resolved.

### Manage your stock

When you enter a sales order for an item that's not normally held in stock, Sage 200 automatically raises a purchase order to the item's supplier. Or you may choose to use stock that's on-hand first, making sure you efficiently manage and control your stock.

Deliver items to a number of delivery addresses, including your premises, customers and suppliers.

Source goods worldwide, purchasing in up to 100 different currencies. View individual costs and overall order costs associated with importing goods on a purchase order.

## Sage 200: Manage your sales orders

From raising a quotation or order to checking stock, delivering goods and raising invoices, Sage 200 gives you complete control of your entire sales order process.

Automatically produce all the documents you need including delivery notes, invoices, picking lists and acknowledgements as part of the sales process.

### Rapid order entry

For standard pricing and delivery addresses, enter your orders in just a few keystrokes and get the goods on their way.

### Flexible ordering options

If you need to record more information, switch to full order entry so you can change discounts and add non-stock items. With trade counter order entry, you can create an order, allocate and dispatch stock and print an invoice all in one process.

### Manage discounts and margins

Give authorised staff the tools to negotiate on prices. See any changes to cost pricing and view the profit on any item or trace discounts over time.

### Match your stock to your customers' needs

Search for stock items to match your customers' needs during the sales order entry process. Tailor invoice layouts to individual customers or suppliers.

### Work with stock and sales

Handle pricing and credit control efficiently with sales order processing linked to your stock, price book and sales ledger. When orders are processed, all the relevant information is updated including stock records, customer balances, VAT return and management reports.

### Manage multiple currencies and exchange rates

When customers place orders in their own currency, you control the exchange rates and apply them at order entry or invoice stage, so you manage the risk of exchange rate fluctuations.

### Create new accounts and quotes easily

Use existing templates to quickly create quotes and accounts for new customers. Create pro forma invoices and convert them to sales orders.

### Support simple or complex pricing

Easily apply discounts, promotions or price-band schemes to multiple customers (even with multiple currencies). With unlimited price bands for each stock item it's easy to understand and maintain prices by units of measure (e.g. bottle, case and crate) adapted to your business. Sage 200 can also validate your pricing schemes, making sure you maintain sensible margins.

### Maintain profit

Analyse products down to customer or supplier levels, viewing profitability month by month.

## Sage 200: Manage your projects

Sage 200 helps you control your costs and maximise your profits by understanding the detail of each and every project you manage.

Improve customer satisfaction with accurate bills delivered by capturing and allocating projects costs, overheads and revenues. And collect timesheet and expenses information online from anywhere, saving time and ensuring accurate payments.

By helping you understand the income and expenditure of each project, Sage 200 supports your decision making, giving you the information you need to improve profitability.

### Gain a single view of your projects

Make the most of your time, by tracking multiple projects based on time and materials, fixed price contracts or a combination of both.

Share information with other areas of your business to save time and reduce admin. For example, convert sales orders and quotations into projects, while ordering and allocating stock for those projects. Or track time and resources and link the results to your payroll system.

### Work the way your business does

- Give project managers control by allowing them to raise and authorise purchase orders
- Set up project structures that suit the way your business works with unlimited parent and sub projects
- Name and configure fields to match your business needs
- Add an unlimited number of additional fields and define their function
- Get the right information to the right people with workspaces designed for different users
- Integrate project accounting with accounts, sales and purchase order processing, and payroll

### Effectively manage your resources

If your projects involve charging for people's time, Sage 200 can easily capture the information you need.

- Capture timesheet information and expenses via batch entry or remotely online
- Make sure timesheets and expenses are accurate before they are entered by creating authorisation processes
- Pay and work with contractors in the same way as suppliers if needed
- Analyse expenditure by employee or contractor, and by type of work and/or project
- Reduce errors and the need to rekey information by sharing employee and timesheet detail with payroll
- View, authorise and print timesheets and expenses online

### Drive accurate and flexible billing

- Flexible billing schedules that can differ by project and by customer, showing when a customer should be invoiced and for how much
- Simple to use templates that simplify billing management
- Manual or automatic bill production to save time and effort
- A detailed breakdown of all project costs, so project managers can check for accuracy, reducing the risk of complaints and encouraging prompt payment

## Sage 200: Manage your stock

With Sage 200 you get a complete inventory and warehouse management solution to help you optimise stock levels, keep costs down and deliver what your customers want.

### Easily control your stock

Quickly and easily access your stock record details, including supplier details, stock levels at each location and pricing information. Pinpoint where your products come from, where they are now, when they were sold and at what price.

Control stock items by serial or batch number, include criteria like 'sell-by' and 'use-by' dates, as well as specifying your own information for each item. Monitor stock movements and traceability.

Work with different quantities, for example buying tiles by the pallet, storing them by the box and selling by the square metre.

Set up unlimited categories for reporting purposes or to help you locate your products during the sales order entry process.

### Effectively manage your suppliers

Get the best deals from suppliers by recording details of price history, lead time, part reference and purchase history, for each stock item. Useful if you need to source an item from another stockist.

### Manage your business effectively across multiple locations

If your business works across more than one location, you can manage each location independently for things like replenishment, sales, reporting and stock takes. Realign stock levels quickly and accurately, and gain a complete view of the stock held in your business. And account for extra costs such as customs duties.

### Track your stock

Keep track of your stock by flagging up any inactive stock items. They can't be ordered but stay on the system so you can review their full history. And improve efficiency and maintain budget control by keeping track of internal stock movements.

Count the most valuable items or particular products in stock and quickly find stock items by name or reference number when you're dealing directly with customers over the phone.

### Improve efficiency, cut costs and improve customer service

Reduce time taken from order to shipment by choosing to ship direct to your customer from a supplier. Reduce order time for your most important customers by allocating stock to orders as soon as they are received. This gives you the freedom to prioritise your most important customers and keep them happy.

"We're able to slice and dice the information in a whole pile of ways which we were never able to do previously."

**Donal O'Dwyer,**  
Financial Controller,  
Maven Research



.....  
**Jack's desk is now on**  
.....  
**the 08.15 express**  
.....

Passing through Peterborough, Jack's just spotted a great opportunity. Time to signal his financial director.

It's the choice and freedom that Sage 200 offers that makes it possible. With anytime, anywhere access, Jack's already onto his next task of the day, confident that Sage 200 is keeping his business moving.

## Sage 200: Manage your customers

---

Sage 200 offers a customer relationship management module that can help you to manage your customer relationships, and offer the highest quality of service and support.

Because Sage 200 works together with your accounting and stock processes, you get an informed view of the customer, helping you deliver joined-up customer service throughout the whole of your business.

### **Build strong customer relationships**

Maintain one view of information about your customers, including financial, commercial and communications information. Giving everyone in your business the same view of the customer, helping all of your teams provide consistent and effective customer service.

### **Manage customer services**

With a unified customer view, Sage 200 can help you quickly respond to customer enquiries and track communications.

If there's a question or issue that isn't followed up, the system can automatically notify a customer services manager to make sure nothing gets lost between the cracks.

### **Find the answers quickly**

Within Sage 200 you can build a central knowledge bank containing answers to known issues or questions, so your customer services team can quickly find the information the customer needs.

### **Monitor customer service performance**

Sage 200 helps you measure customer service levels with detailed reports which can show call volumes, case resolution times, communications and follow up statistics.

You can show your customers how you are performing against service level agreements with easy to understand graphical and visual reports.

### **An informed view of the customer**

Because Sage 200 brings together financial and commercial information together with customers' data, everyone in your business gets a complete picture of the service you offer.

So, for example, a customer services team can view contacts, leads, opportunities or cases all in the same place; giving them accurate and up-to-date information to help them provide consistent and excellent customer service.

.....  
"It's about making it easy, having greater customer focus and providing a proactive service to our customers. Sage 200 has allowed us to understand where all our customer support issues are, what issues are reoccurring and what actions we need to address. It's also about making our sales team more proactive and getting value from the calls they make."  
.....

**David Walsh,**  
Finance Director,  
Sign + Digital



## Sage 200: Manage your sales and marketing

---

No matter how, when or where your customers, partners and prospects interact with your business, Sage 200 helps you manage these important relationships easily and intuitively.

Sage 200 gives your sales and marketing teams access to complete customer information so they can do their job effectively.

And provides up to date performance and pipeline data to help you to accurately identify and target new customers, and better take care of those you already have.

Sage 200 provides powerful tools for marketing teams to plan, execute and audit highly targeted marketing campaigns. With a clear understanding of your customers' needs, you can improve lead quality and drive higher conversion rates.

### **Optimise your marketing activity**

With Sage 200 you can get the right message to the right people at the right time, and plan, execute and measure targeted campaigns.

Manage all your customer details including transaction history, multiple contact details and phone numbers.

Track the success of your campaigns with pin-point accuracy, and generate accurate return on investment information.

Use customer insights to help you retain customers, cross sell and up-sell by making the most of the powerful, flexible customer and prospect profiling tools.

Easily create e-marketing campaigns with a range of templates to get you started.

### **Empower your sales teams and increase conversion**

Help your sales team achieve their targets with tools to create, track and monitor leads and pipeline.

With automated workflow and pipeline management tools, make sure opportunities are quickly progressed.

Free your sales people up to focus on selling by providing them instant access to the information they need.

Direct leads to the sales people best qualified to win the deal based on their skills and knowledge or territory, making every customer interaction more informative, more effective, and more profitable.

### **Anytime, anywhere access**

Sage 200 can help you get easy access to business information however you want, whether you're in the office, at home, travelling or simply on the go.

## Sage 200: Manage your manufacturing and production processes

Sage 200 Bill of Materials and Manufacturing modules offer the flexibility to choose what's right for your business, whether you have light or more complex manufacturing requirements.

Bill of Materials is ideal for businesses involved in light assembly, it can help break down complex processes and can split your business up into distinct areas with the ability to report by area.

Sage 200 Manufacturing also enables you to track supply chain activities in detail from end to end.

Sage 200 helps you monitor events on the shop floor to ensure it runs efficiently, maintaining maximum productivity and increasing customer satisfaction and profitability.

Deliver products on time and on budget, while managing cash flow throughout the entire manufacturing and delivery process.

### Improve business efficiency

Sage 200 Manufacturing helps you save time and resources, with tools to standardise and streamline production scheduling so you can coordinate your distribution channels.

Improving how you control your production processes will also help you deliver more products on time – a key target for anyone in the manufacturing industry.

Sage 200 also supports assembly, repackaging of bulk items, resource planning, and scheduling work and materials.

### Reduce costs

Sage 200 helps you improve productivity by monitoring production processes and tracking components through the whole manufacturing cycle. Reduce lead times and errors by automating processes.

The built in market leading scheduling solution helps you assess potential production issues and produce flexible schedules that make sure you get the job done as efficiently as possible. Accurate resource planning helps you identify potential areas for savings and reduce the cost of production. Standardise and streamline production schedules to work more efficiently.

### Share manufacturing data across your organisation

Because it links in with other areas of your business Sage 200 gives people across the whole of your business access to accurate, timely information. So people in the project and accounting departments know exactly what those on the shop floor are doing and vice-versa, improving collaboration and understanding.

### Keep up to date with the latest regulatory requirements

Monitor quality standards in line with regulations such as ISO and trace serial numbers and batches back to suppliers and key components.

“Sage 200 Manufacturing gives us a window to a lot more information. It enables us to collect shop-floor information by product and by warehouse, perform more detailed costing analysis and optimise resources.”

Ian Mence  
Bushell & Meadows



## Welcome to John's favourite part of the day

It's 5.35pm. Deliveries dispatched. Warehouse workers clocked off. For John, it's the choice and freedom that Sage 200 offers that makes it all run like clockwork. Bringing together products, customers, sales, stock and finances all in one single solution. A quick clear of the throat and he's ready to belt out "What's New Pussycat", knowing there's no one to hear him. Confident that Sage 200 is keeping his business in step.

## Jessica knows security goes beyond the office

Jessica knows that technology opens up new markets and opportunities. But she also understands the importance of safeguarding her business data.

Sage 200 offers the choice and freedom to keep business moving whatever the emergency, with the reassurance that dependable security systems will keep out unwanted attention.

To discover how Sage 200 software brings together your finances and customers to help you gain the insight your business needs, visit [www.sage.co.uk/sage-200](http://www.sage.co.uk/sage-200) or call 0845 111 9988.



## Sage 200: Online

A study of 500 IT professionals found that 52% of IT decision makers would consider moving IT to the cloud completely. The Data Health Check survey also found that over half of businesses (53%) are already using cloud services.

Source: [www.cloudpro.co.uk](http://www.cloudpro.co.uk)  
Dec 2012

Sage 200 Online provides you with an online solution that's hosted on the Windows® Azure™ platform.

### Facilitate remote working and improve staff flexibility

With your software in the cloud, you gain a great deal of flexibility. Instant, anytime, anywhere access via a browser, means you can access it via a wide range of devices.

### Pay monthly

Sage 200 Online is ideal for small to medium businesses that want to pay for their software on a monthly basis. You can scale up as quickly as you need to, so the software grows and adapts with you.

Paying monthly also gives you control over whether you pay for your software using operational or capital expenditure.

### Flexes to your business needs

Sage 200 Online is also ideal for seasonal businesses that need to easily scale up or deliver software needs to meet the peaks and troughs of demand.

### Integrates with your business applications

If you want to go one step further you can integrate Sage 200 Online with applications such as Windows 8® and Office 365™, so you can have your integrated office in the cloud. Or you can choose to integrate with your existing on premise applications so you don't have to move everything to the cloud if you don't want to.

If you have other business applications that you want to integrate with Sage 200, one of our expert Accredited Business Partners can help. They will look at what you need and advise the best way to get your whole business working in the cloud as quickly as possible.

### Securely delivering your software with Microsoft

According to the Data Health Check Survey "Security is still the biggest priority when choosing a cloud provider."

Our Sage 200 Online solution offers you the confidence that your data is secure because it's built on the best-in-class Windows® Azure™ platform. We've worked in conjunction with Microsoft to build the best online solution possible for your business.

Windows® Azure™ runs in data centres managed and operated by Microsoft Global Foundation Services (GFS). These data centres comply with key industry standards, such as ISO/IEC 27001:2005, for security and reliability.

They are managed, monitored, and administered by Microsoft operations staff who have years of experience in delivering the world's largest online services. In addition to data centre, network, and personnel security practices, Windows® Azure™ incorporates security practices at the application and platform layers to enhance security.

### Data back ups


We offer automated data back ups as standard with Sage 200 Online, so you don't need to worry about keeping copies of your data and you always have the information you need to hand. You can of course download additional copies of data at your leisure for additional peace of mind.

### We guarantee availability 24-7

Our team of experts are working round the clock to monitor the service you're getting from us. We'll make sure that the platform and software are available 24-7 and we'll guarantee 99.9% service availability within our terms and conditions.





A man in a light blue shirt is shown from the side, looking out over a city skyline. The background is a blurred view of buildings and a body of water, suggesting a high-rise balcony or office view.

If you're interested in finding out more about Sage 200 or want a demonstration, please contact one of our advisors on:

[customer.development@sage.com](mailto:customer.development@sage.com)

**Tel: 0845 111 9988**