

Sage Business Cloud Enterprise Management

Version 12 – Functional
Highlights and Benefits



Embracing change at speed
is essential



Enterprise Management



Sage Business Cloud Enterprise Management providing **faster**, more **intuitive** and **tailored** business management solutions than conventional ERP for organisations looking to retain their **competitive advantage** by increasing their agility and **embracing change at speed**.

Tailored personalised experiences | Thriving global customers | Delivering industry leading ROI



“Since installing **Sage Business Cloud** we’ve flowed over \$29.6 million in orders through the system without a single day of missed orders. We’ve been much better at forecasting our internal inventory and have reduced our inventory on-hand values by 50% while **increasing fill rate and inventory turns.**”

– Calvin Johnson,
Founder and CEO at Lykki.com



“Stadium revenue has grown, but managing it all wasn’t easy until we found Sage. It used to take days to share ticketing information between two people in the same room. Sage helps us cut through the red tape and **do business faster.**”

– Gavin Marshall,
CFO Bristol Sport



Embracing change at speed



Faster

process cycle time,
faster inventory turns,
faster customer
response time, faster
insight into cost and
performance

Integrates new business process

Extended functionality

Improved performance

Intuitive

management of
distributed
operations, easier
access to data and
collaboration, simpler
IT management

Cloud technology investments

Improved user interface navigation

Responsive design

Tailored

deployment options,
flexible capacity,
flexible configuration,
customisation and
evolution

Versatile cloud deployment

Flexible configuration & tailoring

Limitless integration through Web
services & APIs

Sage Business Cloud Enterprise Management



Solution overview

Financial management



Budgets & accounting
Fixed assets
Financial reporting
Dashboards

Supply chain management



Purchasing
Inventory & warehousing
Sales
Customer service

Production management

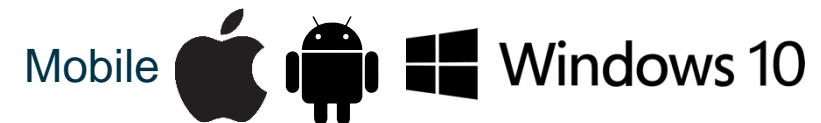


BOM & production planning
Shop floor control
Quality control
Non conformance

Project management



Project definition
Project execution
Time sheet
Financial tracking



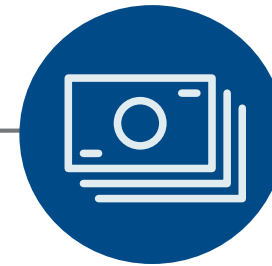
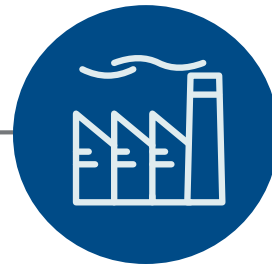
Sage Business Cloud Enterprise Management



Capabilities overview

Embracing change at speed

Delivering enhancements across the entire product portfolio



Demand planning,
orders & forecast

Material &
inventory
planning

Purchasing &
sub-contracting

Production &
quality control

Warehousing
& logistics

Marketing
& Sales

Project
management



Budgeting | Accounting | Fixed assets | Financial reporting | Business intelligence |
Global compliance

Sage Business Cloud Enterprise Management

Version 12 Highlights



Manufacturing operations

Easily identify dependencies between work orders and raw material availability to improve planning and capacity to promise.

Project Management enhancements allowing for improved cost management and better control of project profitability.

Distribution operations

Manage logistics and track key information for a group of items with a single number driving efficiency across the supply chain.

Support continuous improvement programs by identifying issues, adjusting and then following up on previously identified problems allowing businesses to reduce costs and improve customer experience.

Cloud service offerings

Delivery of world class cloud capabilities offering customers unrivalled choice.

Service offerings include Single-tenant solution-as-a-service (SaaS)* and Single-tenant platform-as-a-service (PaaS)* running on Amazon Web Services (AWS).

Customer first experiences

New responsive design framework will allow users to work on a variety of different devices regardless of the type or size of the device.

Connected ecosystem

Introduction of new GraphQL API framework and Data Integration API to enable the connected ecosystem with flexibility and ease.

Global compliance & finance

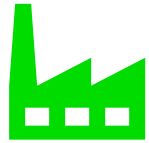
Enhancements in multiple geographies supporting updated and new compliance requirements.

Updates to key day-to-day operations including bank statement reconciliation, automated journal creation and enhanced traceability.

** Single-tenant SaaS and multi-tenant SaaS offerings are currently being planned for Australia*

Sage Business Cloud Enterprise Management

Version 12 Industry Coverage



Discrete
Manufacturing



Process
Manufacturing



Distribution

Industrial
equipment

Electrical
appliances
Electronics

Food
& Beverage

Pharma

Wholesale
trade

Engineering
services

New cloud offerings and services*
Responsive User Experience
Tax Declaration Framework

Project Management Planning
Revenue recognition
Revision Management
Product Scheduler
Tax Declaration Framework

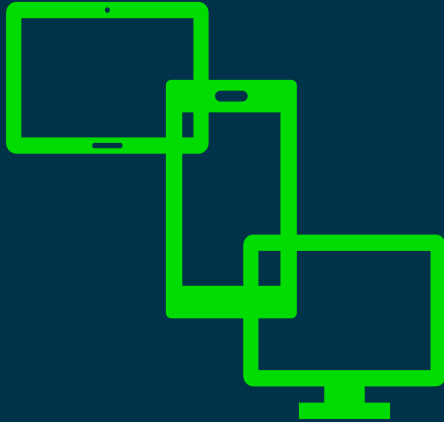
Non Conformance Management
Revision Management
Weighing Scale improvements
Tax Declaration Framework

License Plate Management
Invoicing enhancements
FIFO rate calculations
Not invoiceable deliveries

* New cloud offerings are currently being planned for Australia

What's new?

User Experiences



Enterprise Management |
Version 12.0

November 2018



The introduction of a new user experience powered by a new responsive design framework will allow users to work on a variety of different devices regardless of the type or size of the device.

Navigation –

- A new top bar with an easier navigation to administration features and a favorite toolbar that can appear at the top or as a dropdown list
- An interactive site map with a search feature and easy navigation

Responsive design –

- A page layout that adapts automatically to the size of the screen (from a mobile to a desktop), taking in account the size of the fields and the corresponding titles to get the best use of the available space.
- Works across all screens
- A simplified screen designer that replaces the previous authoring mode to adapt the field organisation

Sage Business Cloud Enterprise Management



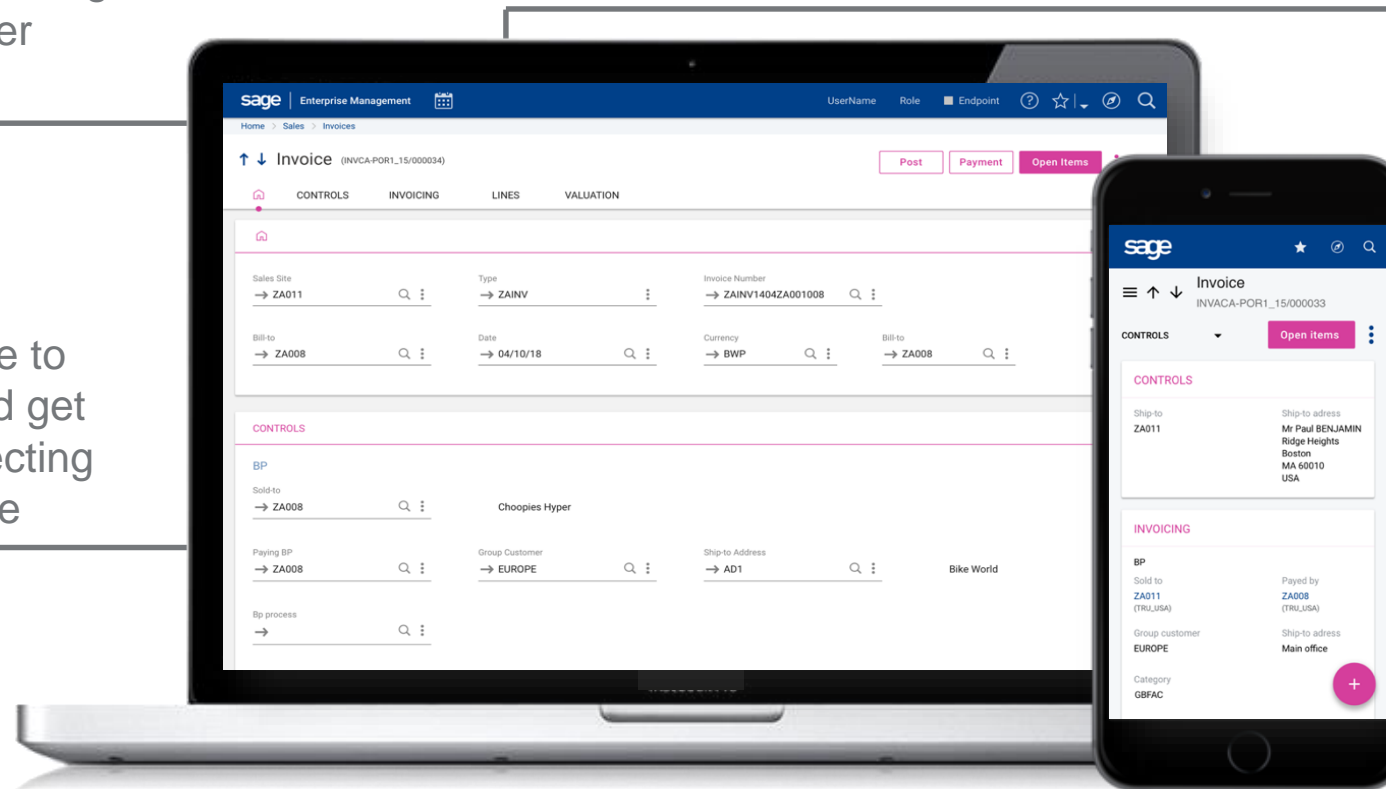
Responsive user experience

Streamline all workflows and accelerate the management of your business from procurement to manufacturing, inventory, sales, customer service and financials

Analyse your business with customizable scoreboards for your role and navigate up/down the audit trail to manage risks

Access dashboards personalised for your role to monitor performance and get alerted of anomalies affecting your business in real time

Access your data and process inquiries right from your iOS, Windows or Android devices



What's new?

Global Compliance

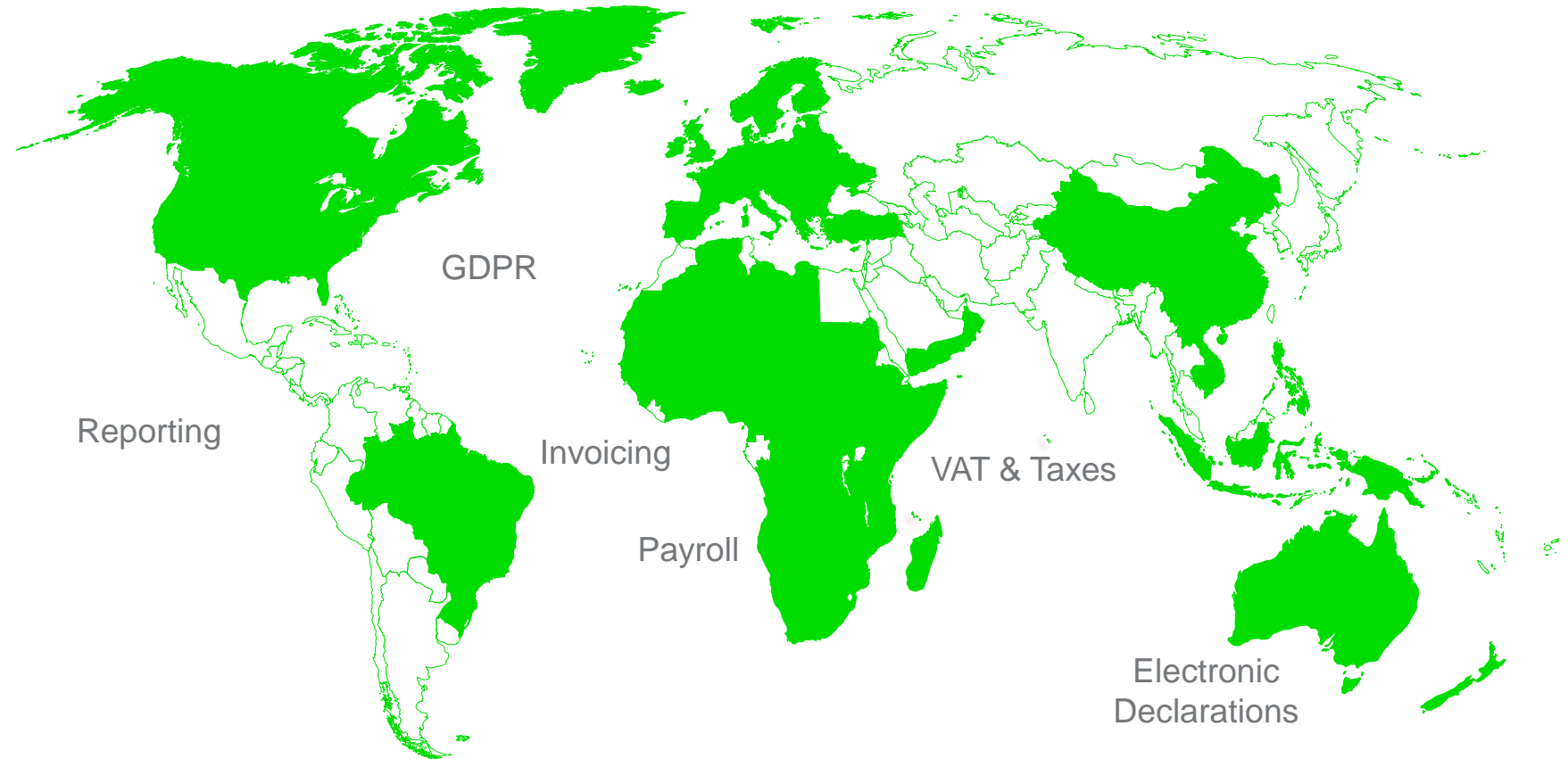


Enterprise Management |
Version 12.0

November 2018



Sage Business Cloud is used in over 80 countries around the world. Version 12 saw enhancements in multiple geographies supporting updated and new compliance requirements.



What's new?

Global Compliance



Enterprise Management |
Version 12.0

November 2018



Sage Business Cloud is used in over 80 countries around the world. Enhancements in multiple geographies supporting updated and new compliance requirements.

Country	Description
Australia	BAS and GST reporting.
France	Tax on company cars, Ability to create invoice in non-closed previous month, Payment practices reporting
Germany	DATEV export improvements, VAT updates 2018, GoBD export modifications
North America	ACH Format, Reports improvements
Poland	Bank and Cash register in the core, Split payments
Portugal	SAF-T improvements
Switzerland	ISO 20022 bank file, VAT updates 2018
United Kingdom	VAT box management for UK VAT declaration, Payment practices reporting

What's new?

Global Compliance



Enterprise Management |
Version 12.0

November 2018

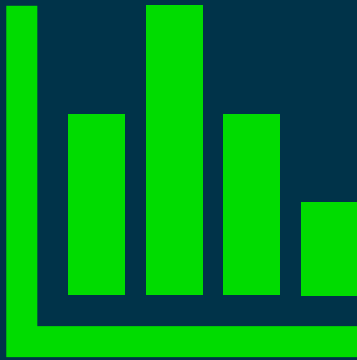
The General Data Protection Regulation (GDPR) standardizes data protection law across all 28 EU countries and imposes strict new rules on controlling and processing personally identifiable information (PII)

General data protection Regulation (GDPR) –

- Deliver new tooling and documentation helping companies to comply with GDPR
- Organizations in the following countries, will be required to adopt GDPR:
 - Austria; Belgium; Bulgaria; Croatia; Republic of Cyprus; Czech Republic; Denmark; Estonia; Finland; France; Germany; Greece; Hungary; Ireland; Italy; Latvia; Lithuania; Luxembourg; Malta; Netherlands; Poland; Portugal; Romania; Slovakia; Slovenia; Spain; Sweden & the United Kingdom

What's new?

Financial Management



Enterprise Management |
Version 12.0

November 2018



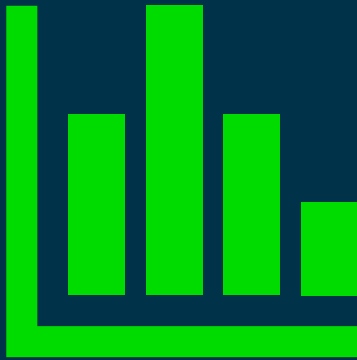
Finance is the cornerstone of any business. Version 12 delivers a number of financial management enhancements designed to make accountants more efficient through updates to key day-to-day operations including bank statement reconciliation, automated journal creation and enhanced traceability.

Other improvements –

- Advanced bank statement import - Improvements
- Currency variance calculations when partial matching
- Electronic signature (Customer invoice / Journal entry)
- Currency rates on payment
- IFRS 16 Leases
- Import currency rates for A/P-A/AR accounting invoices
- Automatic journal generation in case of Site transfer of a fixed asset
- Enhanced journal traceability
- FIFO rate calculations

What's new?

Financial Management



Enterprise Management |
Version 12.0

November 2018



Enterprise Management delivers support for new complex fiscal compliance and reporting rules.

Revenue Recognition –

- New revenue recognition standards will affect both public and private businesses
- Ability to calculate revenue recognition adjustments in the context of complex projects, on the basis of free percentage or cost based percentage applying to the entire project

Tax Declaration Framework –

- Improve the automation of the tax declarative processes, from transactions to electronic submission. These processes, developed in the context "Making Tax Digital" (MTD) in the UK will be progressively extended to other legislation packs

What's new?

Supply Chain Management



sage

Delivering high quality user experiences extends beyond the look and feel of the screen. Working more efficiently and delivering more automation are vital to providing high-levels of customer service.

Sales and Procurement –

- Default supplier per product site
- Not invoiceable deliveries
- Project dimension automatic update on sales/purchasing documents
- Scheduled Invoice generation
- Registered Export System (REX) identification exports outside the EU

Licence Plate Numbers and Global Procurement



The image displays three overlapping screenshots of the Sage Enterprise Management software interface, illustrating the configuration of License Plate Numbers (LPNs) and Product-Sites.

Top Left Screenshot: License plate number

- Navigation: Customers > Inventory > License plate numbers
- Fields: Container Number (PAL00029), Site * (NA021), Container * (PALWDH3445)
- Controls: Single product, Mono-lot
- Contents Table:

	Product	Description
1	CON005	Self-aligning ball bearing
2	CON005	Self-aligning ball bearing
3	CON004	Aluminium Sockets
4		

Top Middle Screenshot: Licence plate number operations

- Navigation: Customers > Inventory > Licence plate numbers
- Fields: Site * (FR021), Document (CHGFR0210004), Description (Regroupement LPN), Posted Date (19/10/19)
- Buttons: Cancel, Memo, Recall
- Selection: From locn type, To locn type, First Location, Last Location, Container Number, Formulas
- Action: Group, Split, Unassign
- Fields: Destination licence plate number, Destination location, Destination warehouse
- Contents Table:

	Container Number	Product	Description
1	<input type="checkbox"/> PAL00126	CON004	Aluminium Sockets
2	<input type="checkbox"/> PAL00135	CON005	Self-aligning ball bearing
3	<input type="checkbox"/> PAL00139	CON005	Self-aligning ball bearing
4			

Bottom Right Screenshot: Product-Site

- Navigation: Customers > Common Data > Products
- Buttons: Cancel, Product-warehouse
- Fields: Category (BMSOL), Product Status (Active), Product * (BMS001), Site * (GB012), Stock unit (UN)
- Suppliers Table:

	Supplier	Company Name	Priority	Block	Back-to-Back...	Default reorder supp	Default back-to-back
1				<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Product-Sites List:

Product	Site
BMS001	AO012
BMS001	AU012
BMS001	DE012
BMS001	ES012
BMS001	FR012
BMS001	GB012
BMS001	NA012
BMS001	NZ012
BMS001	PT032
BMS001	ZA012

What's new?

Supply Chain Management



Licence Plate Numbering (LPN) allows for grouping and managing inventory by container. Manage logistics and track key information for a group of items with a single number driving efficiency across the supply chain.

Inventory management –

- License Plate Number
- Stock Receipt Valuation and costing enhancements

Electronic Transacting / Digitalisation –

- EDI: XML generation
- eInvoicing – Chorus Pro compliancy on sales invoice

What's new?

Manufacturing Management



Enterprise Management |
Version 12.0

November 2018



The new Non-Conformance capabilities allow organizations to implement continuous improvement programs by identifying issues, adjusting and then following up on previously identified issues.

Quality management –

- Non Conformance Management
- This will allow customers to reduce costs, improve customer experiences and drive quality and performance improvements across the board.

Production management –

- Mass replacement and deletion in Versioning
- Revisions - critical changes (add, update, remove) in versioning
- Weighing Scale improvements (Pharmaceutical compliancy)

What's new?

Manufacturing Management

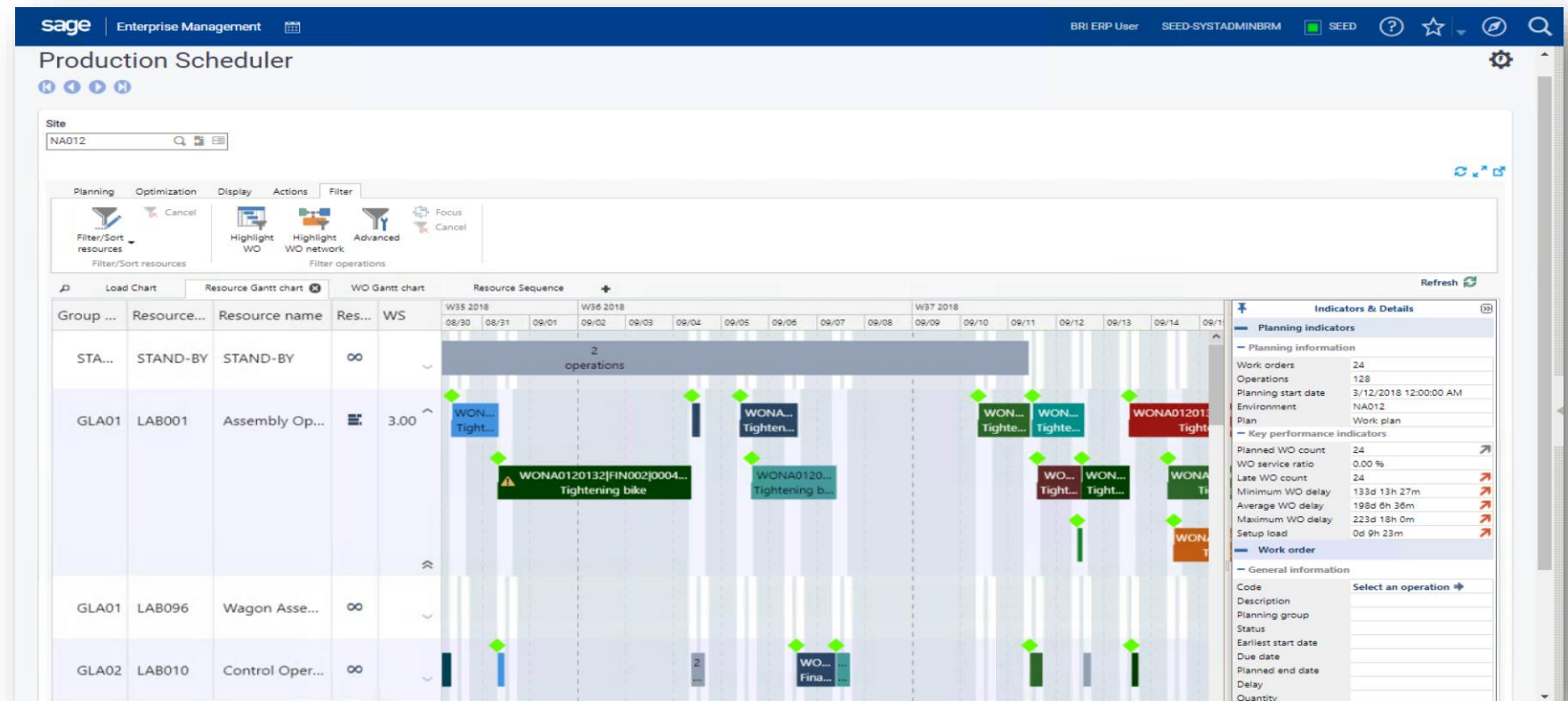


Enterprise Management |
Version 12.0

November 2018



Production Scheduler enhancements focused on improved planning and visibility across the organisation. Easily identify dependencies between work orders and raw material availability.



What's new?

Manufacturing Management



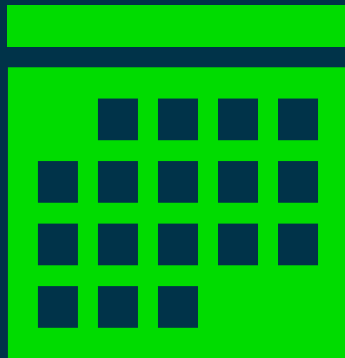
Production Scheduler enhancements focused on improved planning and visibility across the organisation. Easily identify dependencies between work orders and raw material availability.

Production Scheduler –

- Raw material availability
- Link between WO
- Custom planning view with new criteria
- Fix operation start date

What's new?

Project Management



Enterprise Management |
Version 12.0

November 2018



Project Management (PJM) Enhancements focused on financial control, budget management and snapshot management. This allows for improved cost management and better control of project profitability.

The screenshot displays the Sage Enterprise Management interface for Project Management. The main view is titled 'Project management' and shows detailed financial data for a specific project (FR011). The interface includes a navigation menu on the left with options like 'List of projects', 'Open projects', and 'Suspended projects'. The main content area is divided into several sections:

- Project Information:** Shows sales site (FR011), operating site (Comptech SA), and project description (RTC Rotating Tower 1 Tower Crane 40M).
- FINANCIAL SITUATION:** Displays an extraction date of 09/03/18 and a table of financial metrics.
- REMAINING:** Shows budget remaining and left to commit values.
- TOTAL:** Provides a summary of provisional cost price, margin amount, and percentage.
- REVENUES:** Details total revenue, real margin, and budget margin.
- ASSIGNED EMPLOYEES:** A section for tracking employee assignments.

Budget Amount	Currency	Committed	Actual	Budget Qty	Unit	Committed Qty	Actual Qty
221,927.88	USD	142,463.86	60,015.62	186	HR	274	26

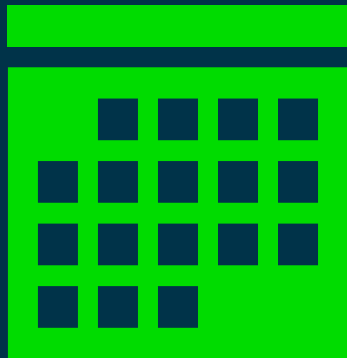
Left to commit	Budget remaining	Left to commit Qty	Budget remaining Qty
91,641.98	19,448.39	113	-114

Provisional cost price	Margin Amt	% Amt	Provisional Qty	Margin Qty	% Qty
294,121.46	-72,193.58	-32.53	413	-227	-122

Total Revenue	Real Margin	%	Quoted	Ordered	Incoiced	Total Revenue (Qty)	Budget Margin	%
189,025.60	-105,095.86	-55.60		189,025.60			-32,902.28	-17.41

What's new?

Project Management



Enterprise Management |
Version 12.0

November 2018



Project Management (PJM) Enhancements focused on financial control, budget management and snapshot management. This allows for improved cost management and better control of project profitability.

Financial Tracking –

- Multi projects consolidation in Financial overview
- Financial snapshot and comparison
- Global tree view of tasks and budgets assignments for a project

Project Planning –

- Task dependencies / Task operation dependencies
- Project baseline snapshot
- Graphical timeline of the task planning

Reporting –

- KPIs (sales margin analysis, budgets, commitments...)

[sage.com/enterprisemanagement](https://www.sage.com/enterprisemanagement)