



Introduction to The Sage Group plc

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Business Partner Account Manager





Introduction to Sage

The market and how we serve it

What sets us apart



What Sage Does

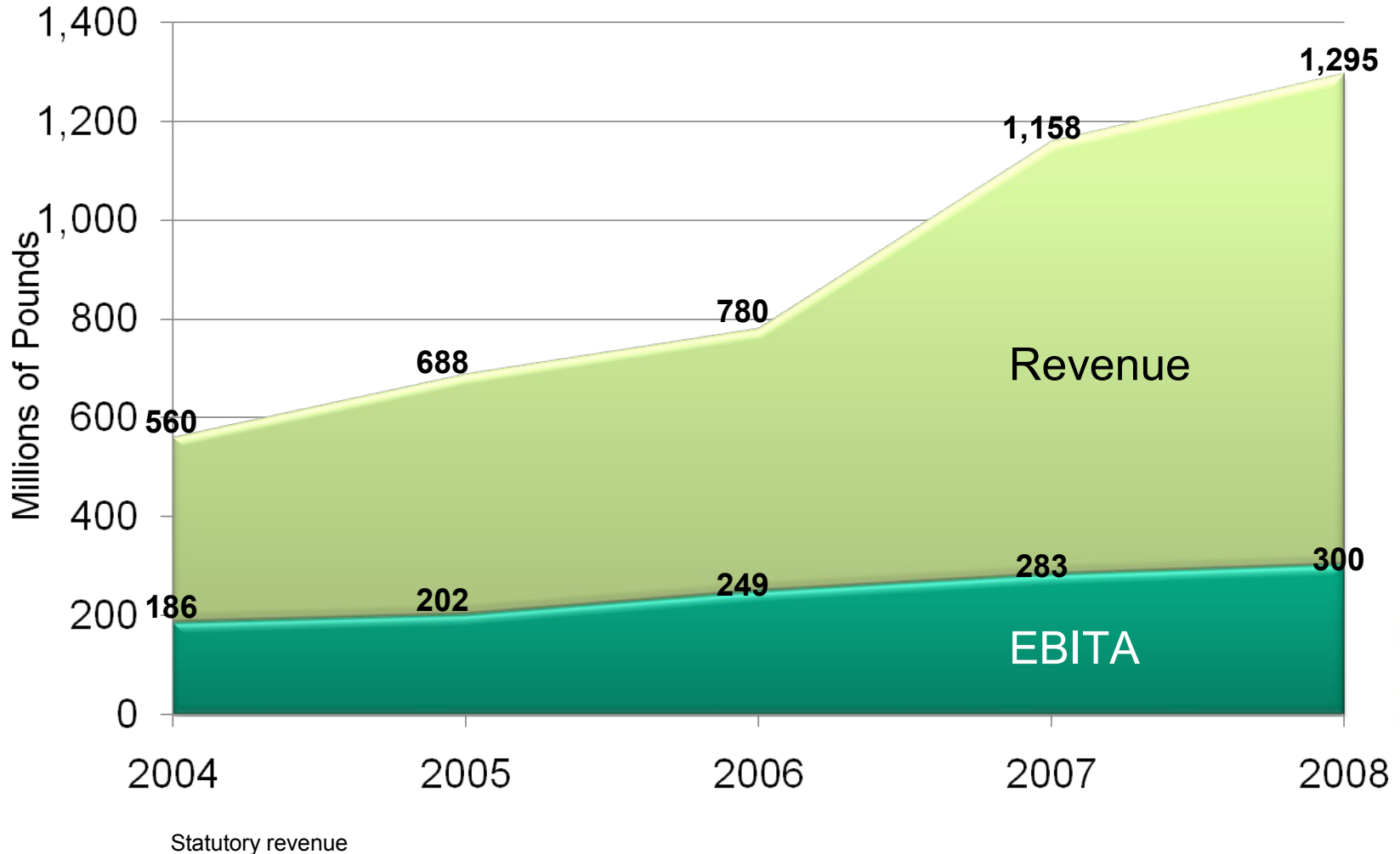
We aspire to be the most admired and respected business software and services provider in the world

Sage is a leading supplier of business management software and services to 5.8 million customers worldwide. From small start-ups to larger organisations, we make it easier for companies to manage their business processes

Key facts about our organisation

- Global company with over 14,500 employees worldwide
- 5.8 million customers worldwide
- One of the market leaders in the UK, US, Europe and Asia
- Made over 40 acquisitions since 1991
- Work with over 30,000 reseller partners and over 40,000 accountants worldwide
- Market capitalisation of approximately £2.1 billion
- Revenue of £1,295m for FY2008
- Manage around 36,000 customer calls each day
- Provide advice to customers through 1.7 million support contracts

Financial performance fiscal years 2003 - 2008



Statutory revenue



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Mission Statement

To be the business software provider truly focused on the needs, challenges, and dreams of small and midsized businesses

.....throughout the life of client's business



The market and how we serve it

What do we supply?

To what kinds of businesses?

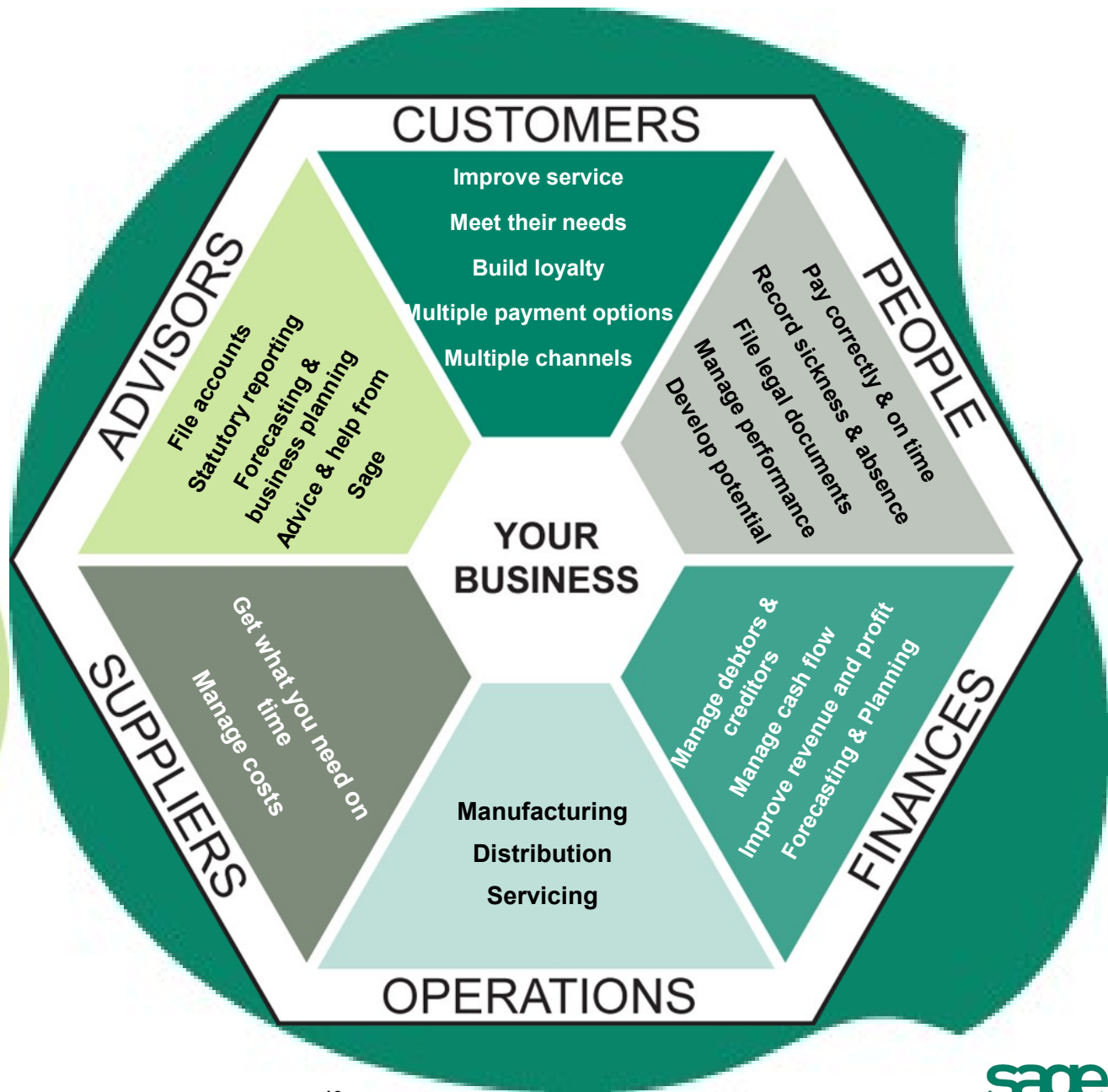
How do we measure up?

What we supply:
Business management solutions

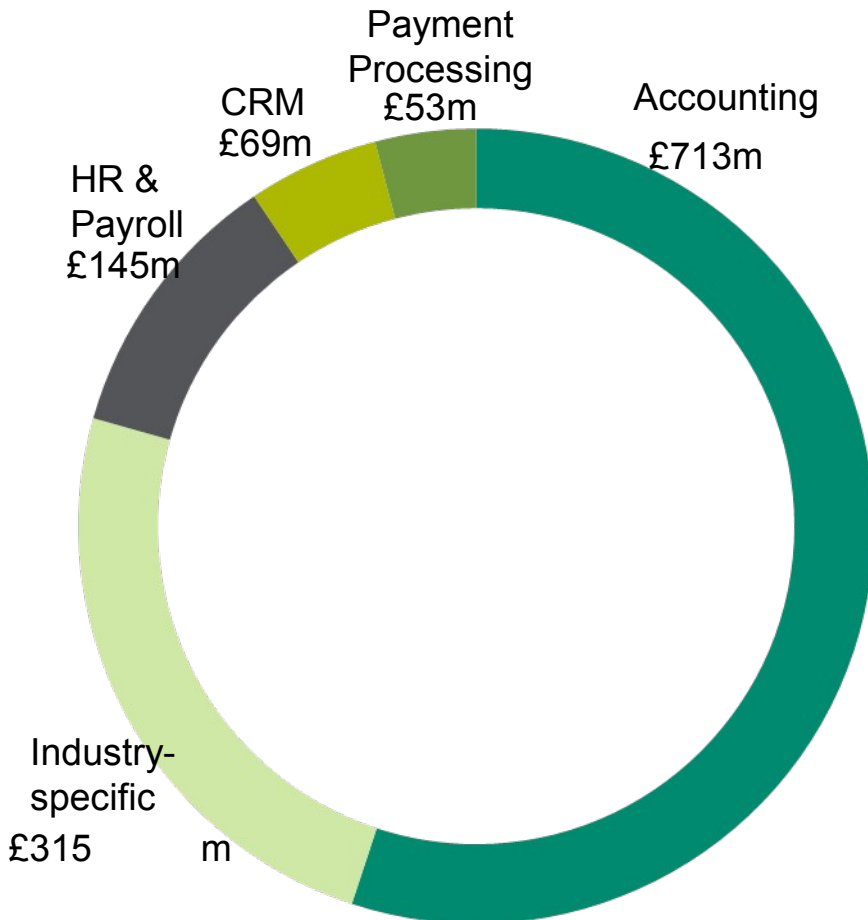


What are business management solutions?

Software and services that help SMEs manage their business processes and relationships.



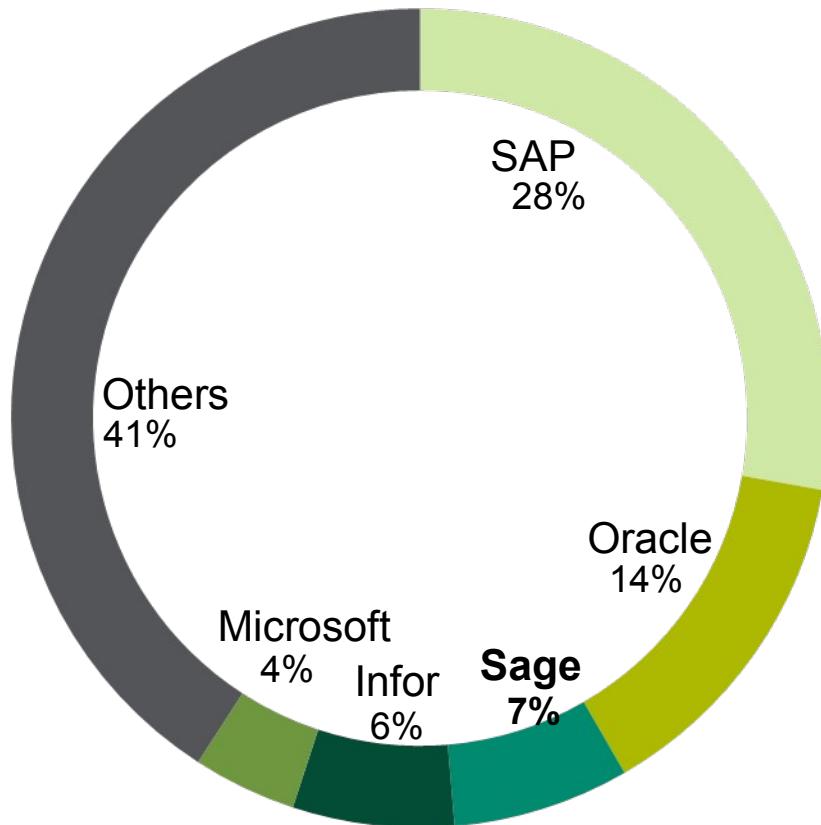
How does our business split across these areas?



Although our business began as a provider of accounting software only, we have diversified our offerings and these now account for 45% of our total turnover

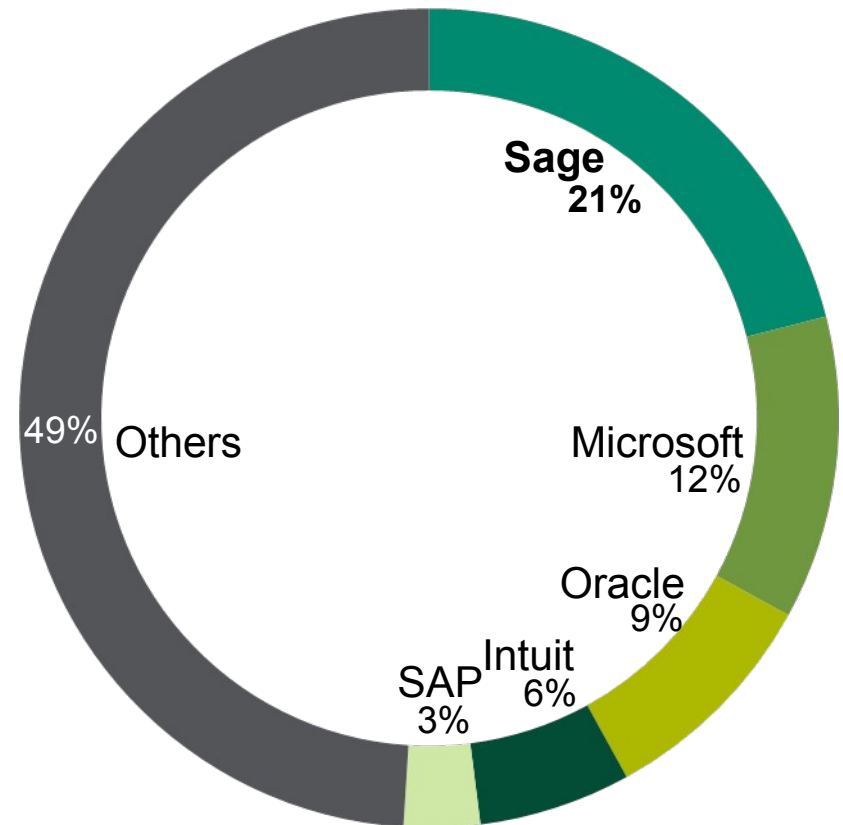
How do we measure up to our competitors?

Business management solutions providers



Gartner, August 2007, Worldwide ERP licence and maintenance revenue by vendor

In the small business market* Sage is regarded as a clear market leader



*IDC, October 2006, Worldwide ERP applications 2005 vendor shares, based on ERP revenue small business; <500 employees



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What sets us apart?

Decentralised model

A simple solution

Trusted brand

Sage's decentralised model provides local focus, with the support of global scale

Local focus

- Empowered local management teams can respond quickly to local competitive and market changes
- Products and services are developed locally to meet unique fiscal, legal and regulatory environments (not “globalised”)
- Time to market for innovation in products, services and the business model is substantially reduced

Global scale

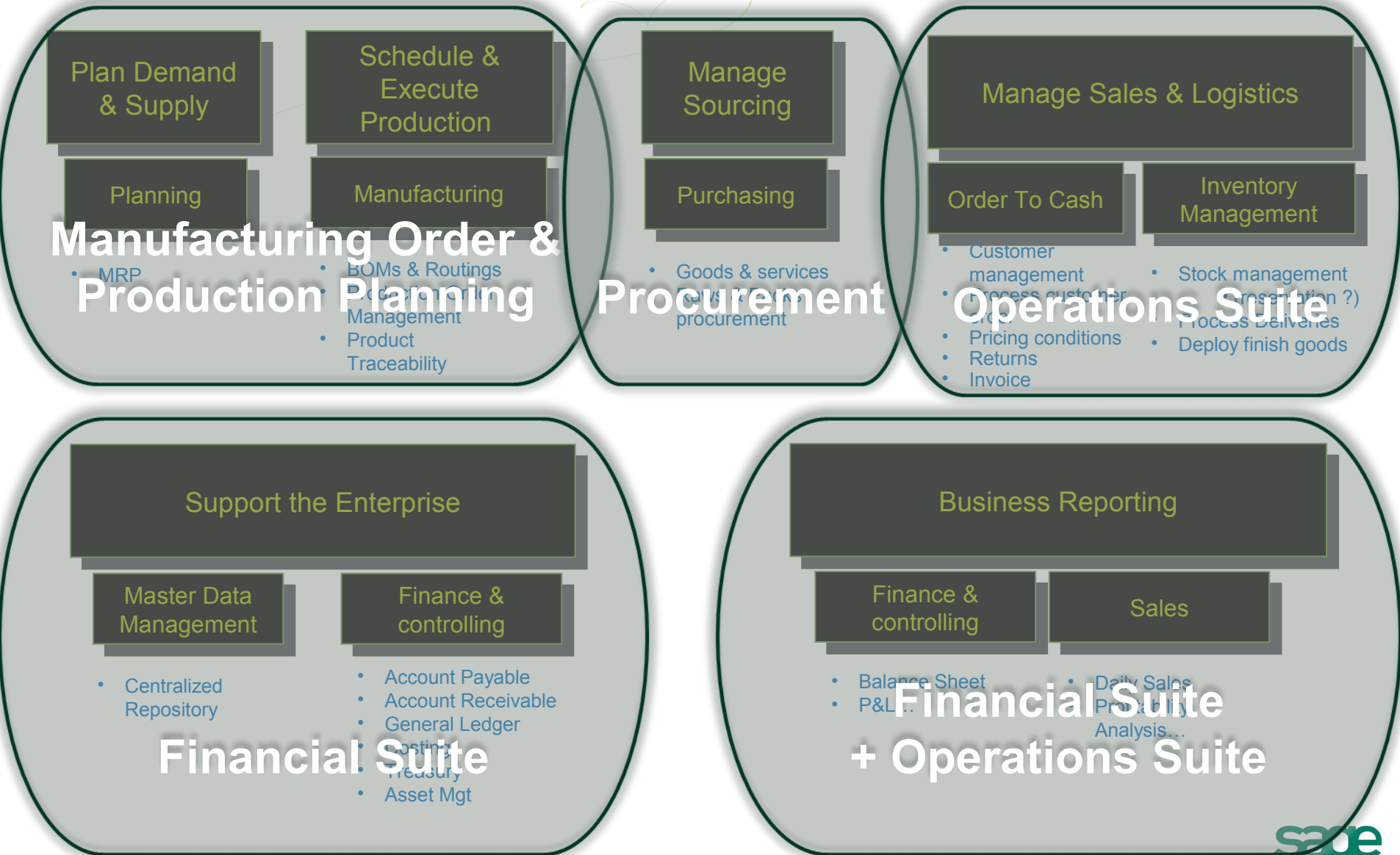
- Successful innovations are shared quickly between Sage businesses
- Global technologies can be shared between local markets
- Sage can easily take advantage of lowest cost producer markets
- Sage's global brand and presence makes it a key business partner

Simple Solution for SME

- Difficulty of getting information between department
- Complexity of technology integration with their business
- Ability to react quickly to market condition
- Good support from local partner
- Flexibility to extend the system that grow with the business

“SMBs need simple, integrated business processes, workflows, and access to reliable information. Delivering easy-to-use, quick-to-deploy business management application for the SMBs has been Sage ACCPAC’s forte since 1979”

Business Solution



SME Manufacturing Common Pain Points

By Using Excel Spreadsheets as Tools for Production and Planning, following issues consider

- Spreadsheets could NOT shared information effectively
- One Spreadsheet could not Communicate with other Spreadsheet
- Every Departments will Commonly has its own Spreadsheets
- Cost, Efficiency and Performance is not easily available for Management
- Purchase Requirements and Production Consumption by Human Experience Justification
- SME Don't Know the Criteria to Select Appropriate Solutions
- SME Don't Know how to Properly Implement the Solutions

SME Manufacturing Common Pain Points

- CAD Software is Hard to Use?
- Photoshop is Hard to Use?
- General Ledger is Hard to Use?
- Manufacturing Order or MRP is Hard to Use?
- Manufacturing Solution is Expensive
- Many Fail Project Example, Complaints, Other Resellers Example
- Project Take 1 Year to Complete
- ~~End Users Leave, Consultant Leave~~


10. Time to Benefit is More Important

11. Sage ACCPAC Manufacturing Solution Takes 1 Month to Implement

12. As the Design is Simple and Practical

13. It's Affordable

AutoSimply Manufacturing Solution

Planner	Purchasing	Production	Warehouse	Supervisor	Cost Accounting
<p>What to assemble?</p> <p>How many to assemble?</p> <p>When to start assembling?</p> <p>How many is available?</p>	<p>What to buy?</p> <p>How many to buy?</p> <p>When to Buy?</p>	<p>How to assemble the product?</p> <p>What components to use?</p> <p>What tools are needed?</p>	<p>What to issue?</p> <p>Where to issue?</p> <p>If not available, any substitutes?</p>	<p>How many have been assembled?</p> <p>How many are in progress?</p> <p>How many were scrapped?</p> <p>How much tooling was applied?</p>	<p>How much did it cost?</p> <p>How much was scrapped?</p>
					
<p>Manufacturing Advise Report</p> <p>Planning Inquiries</p>	<p>Purchase Advise Report</p> <p>Planning Inquiries</p>	<p>Manufacturing Order (MO)</p>	<p>MO Material Request Slip</p>	<p>MO Status Report</p> <p>Variance Report</p> <p>WIP Reports</p>	<p>Cost Variance</p> <p>MO History Report</p>
<p>Production Planning P/P</p>		<p>Manufacturing Order M/F</p>			

SME Manufacturing Case Study

Current....

- BOM: 500, 200 Current
- Components: 10,000
- One Excel Spreadsheets with Multiple Version
- So Many Versions
- Hard to Change Components
- Hard to Rollup Price

Want to...

- Implement Effective BOM Database
- BOM Status
- BOM Versions
- BOM Cost
- Automatic Rollup Price

SME Manufacturing Case Study

Current....

- Each MO has its Excel Cost Sheets
- Manually Record Cost per MO
 - Raw Material
 - Labor
 - Overhead
- The Cost Information in Excel is not Auditable or Traceable
- A Cloud of Costing

Want to...

- Automatically Allocate Cost for each MO
 - Raw Material (Actual)
 - Labor (Standard)
 - Overhead (% of Labor)
- Auditable Costing Information
- Reliable Costing Information
- Online Average Costing
- Reliable Profit

Mfg Order Number:
 MO Type:
 MO Status:

Item Number:

MO Reference:
 Qty Ordered:
 Subcontractor:

Description:
 Qty Produced:
 % Complete:

Cost Types	Standard	Projected	% Variance	Actual	% Variance
Raw Material	2,309.000	2,309.000	0.00	2,300.000	-0.40
Packing Mat1	200.000	200.000	0.00	250.000	25.00
Setup Labor Costs	2.000	2.000	0.00	2.000	0.00
Direct Labor Costs	1,125.000	1,125.000	0.00	1,125.000	0.00
Overhead Costs	4.000	4.000	0.00	4.000	0.00
Subcontract Costs	0.000	0.000	0.00	0.000	0.00
Tool Costs	0.000	0.000	0.00	0.000	0.00
TOTAL COSTS	3,640.000	3,640.000		3,681.000	

SME Manufacturing Case Study

Current....

- Around 3,000 Merchandizing Items Components per Week
- 3 Merchandizing Staffs Divided by Suppliers
- Quarterly Sales Forecast from Sales Department
- Calculate Purchase Requirements on Every Monday
- Based on Excel Stock List to Calculate Purchase Requirements for Quantity
- Based on Excel Price List to Select Supplier and Purchase Price
- Make Purchase Order on Wed/Thursday

Want to...

- Divided Items to Buyers Effectively
- Integrated Sales Forecast Information
- System Generate Purchase Requirements Automatically with Right Quantity and Price
- Make Purchase Order on Monday

SME Manufacturing Case Study

Current....

- Consumer Products Industry
- Every Month Sales Inquiry: Over 1,000 calls per Month
- Salesperson: 20 Staffs
- Every Sales Call Need 30 mins Process Time
- Each Salesperson have a Excel Library
- Check Stock Available by Excel
- Check Selling Price by Excel
- Reply Expected Shipped Date by
 - Judgment by Feeling
- Inconsistency on Selling Price and Delivery Date

Want to...

- 5 mins Quick Sales Calls Process Time
- Commit to Promise to Customer
- Consistency in Pricing
- Consistency in Delivery Date

Customer Number: 1100 Bargain Mart - San Diego Currency: USD

Item Number: A1-103/0 Fluorescent Desk Lamp Qty to Quote: 100 UOM: Ea.

Last Receipt Date: 14/07/2010 Next Arrival Date: 13/01/2009

General | Customer Buying History

Stock Availability

Qty On Hand	Qty On Demand	Qty Available	Qty On Order	ATP
657.0000	19.0000	638.0000	476.0000	1,114.0000

Selling Price Information

Unit Price	Extended Price	Price List
38.30	3,830.00	WHS

Customer Information

Balance	5,177.85	Credit Limit	10,000.00	Remaining Credit	4,822.15
Overdue 30 Days	0.00	Overdue 60 Days	0.00	Overdue > 90 Days	0.00

Location Details

Location	Description	Qty On Hand	Qty On Demand	Qty Available	Qty On Order	ATP
1	Central warehouse - Seattle	137.0000	0.0000	137.0000	300.0000	437.0000
2	Portland Office	262.0000	9.0000	253.0000	50.0000	303.0000
3	Newark, New Jersey	42.0000	0.0000	42.0000	126.0000	168.0000
4	Port of Vancouver	206.0000	10.0000	196.0000	0.0000	196.0000
TRANS	Goods in Transit	10.0000	0.0000	10.0000	0.0000	10.0000

AutoSimply Manufacturing Solution

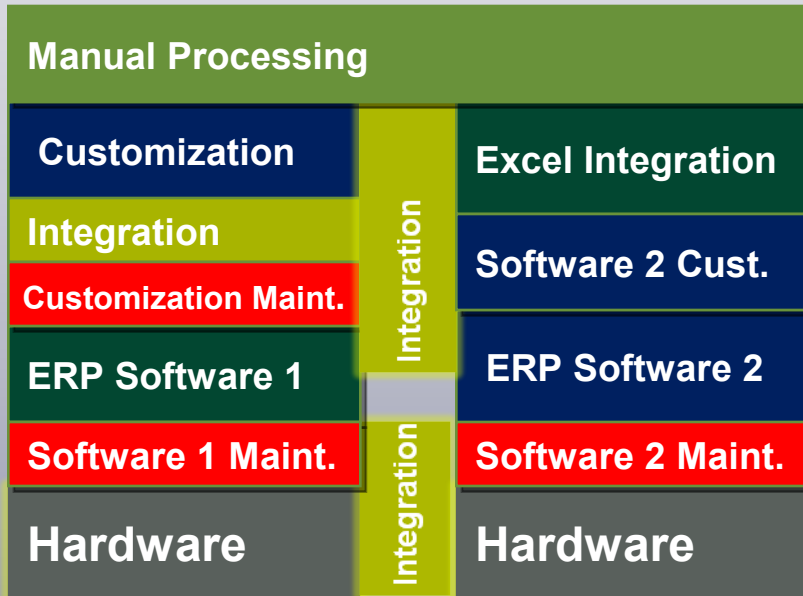
- Seamless Integration
 - Lowest total Cost of Ownership
-



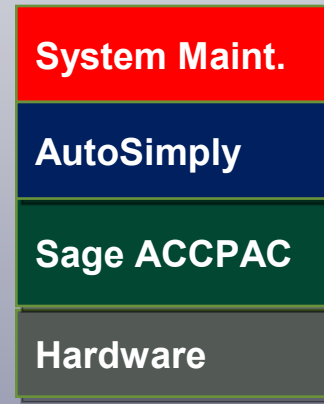
Return On Investment

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Current System's ROI



System ROI



Return On Investment

Production

- Monitor the Production Process by Manage the Production Cost Variance
- Lower Cost by Optimize Production Schedule
- Lower Cost by Monitor Scrap Factors
- Reduce Production Delay due to Material

Inventory

- Optimization of Inventory Level based on Systematic Purchase and Production Schedule
- Lower Warehouse Occupancies Cost
- Lower Maintenance of Overstock Item Cost

Purchase

- Improve Efficiency on Purchase Process based on Systematic Purchase Schedule and Negotiate Discount
- Monitor the Purchase Performance by Manage the Purchase Cost Variance
- Reduce Purchase and Material Delay
- Reduce Time on Collecting Sales Forecast from Sales Teams

Company

- Increase Margin due to Reducing Cost
- Reduce Time on Reconcile / Combine Spreadsheets
- Reduce Errors
- Reduce Auditing Cost on Reconciliation

The background features a series of thin, curved green lines that sweep across the page from the bottom left towards the top right. Interspersed among these lines are various sized circles in shades of green, ranging from light lime to dark forest green, and a few solid black circles. The overall aesthetic is clean, modern, and organic.

sage

sage Accpac

is the right fit

Trusted Brand

Local Support & Global Presence

Customer Reference – Berri Indosari



Berri is joint venture of Australia's largest fruit juice company National Food. In Indonesia, Berri is the first in chilled juice market and number two in the long shelf-life juice market.

- Australian headquarter National Food Has Been Using Sage Accpac for more than 5 years
- Distributed location in Indonesia, headquarter in Jakarta, warehouse in Ambient and Cikande, remote sale offices in Bandung, Surabaya, and Nusa Dua
- No process in place just manual recording, concern about IT acceptance level of users
- Looking for one-stop solution for business process and IT Infrastructure
- 100-200 Sales Invoices per day
- Thin Client Citrix implementation

Local Support & Global Presence

Customer Reference – Betagro Group



Betagro Group has earned its position as one of the country's leaders in integrated agricultural business covering animal feed, livestock, animal health products and food

- Implemented more than 40 Companies in 2.5 Years
- 500 Concurrent Users through Citrix around Thailand
- 8 Applications Servers + 2 Database Servers
- Electronic Fund Transfer
- Cost Management for Farming Business Solutions with PJC
- Automatic Generation of Financial Report Package Solutions (Period can be closed by 5 working days)
- Post Dated Cheque Solutions

Local Support & Global Presence

Customer Reference – G4S Security Services



G4S is the world's leading international security solutions group that specializes in outsourced business processes where security and safety risks are considered a strategic threat. Their services include security systems, manned security, cash services and ATM channel outsourcing

- Customer Service call center and sales forecast with Sage CRM solution
- Close monitoring of cost of each project and contract to ensure profitability with Project Job Costing module
- Accurate and timely allocation of staff, material, subcontractors, equipment, miscellaneous items and overhead to each project within the contract
- Budgeting solution for each project base on complex estimation
- Service Management Solutions in service contract & warranty period

Local Support & Global Presence

Customer Reference – Myojo Foods Company



Myojo is the market leader in manufacturing of instant noodles in Singapore. Their mobile sales team serves more than 1,000 customers island-wide, these customers include kiosks, minimarts, supermarkets and hypermarkets.

- Reduced sales administration manpower by 1 to 2 hours daily for each member, which is a massive 110 man-hours time-savings in a week.
- Automatic Sales Consignment Solutions
- Multi-Level Discount in Sales Process Solutions
- Inventory Lot Tracking Management Solutions
- Increased Customer Confidence in operational process

Local Support & Global Presence

Customer Reference – Astone Hong Kong Limited



An Australian company that specializes in developing innovative and exciting lifestyle products for the mass market, such as Digital Entertainment Audio, Lifestyle and Home Appliances, Computer Peripherals, Electronic Toys and Communication.

- Lack integrated solution to communication between department
- Individual Excel business process
- Cost, Efficiency and Performance data not available real-time for decision-making and management analysis
- Purchase requirements, production consumption and actual cost based on human experience justification and assumption without on-going verification

“We are indeed very satisfied with Sage Accpac, especially the inter-relationship between each module and its flexibility. It has exceeded all of our expectations.” - Mr Terence Wong, Director or Product Development & Operation, Astone Hong Kong Ltd

Tested and Proven in Indonesia

PT. SUMMITPLAST INTERBENUA

THE BODY SHOP.

TOKYO PIGEON CO., LTD.

TOSHIBA

YOKOGAWA 



Koyo.



VINOTI
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FURNISHING



Meiji

SHOWA



KOKUSAI



garudafood



HITACHI



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**Thank
you**

