Find the Right ERP System for Distribution: Why Sage leads the way

Maximizing efficiency, agility, and profitability.
Build resilience in an unpredictable market.

Sage

A Stronger Tomorrow starts with Optimizing Efficiency Today

Distributors today are navigating a more complex and unpredictable business environment than ever before. To not be left behind, as a distributor, you need complete visibility across your operations and the ability to act on real-time insights.

Globalization and e-commerce growth are changing the nature of the game, bringing new dynamics in terms of supply chain management and regulatory compliance.

Shifting customer expectations place increased demand on accelerating order cycle times and allowing for more self-serve informational needs.

To stay agile and ahead of your competition in a climate of supply chain disruptions, labor shortages, rising transportation costs, and capacity constraints, you need the insights, task-streamlining, and cost-saving capabilities that only technology can deliver.

Sage

Dedicated to Distribution

It's important to choose a finance and operations management system that's specifically designed for distributors. With industry needs and challenges in mind, the right system will deliver real results for you now, and evolve with your company's strategic initiatives.

With decades of experience in streamlining processes for distributors, Sage is a trusted partner to the industry, with a constant eye on industry stakeholders and market demands.

This e-book will discuss what to look for in operations and financial management software for distribution, and how to choose the right ERP system for your business.

Sage

Contents

A Future of Confidence and Control

Imagine a future where uncertainty doesn't keep you up at night, and new opportunities drive growth instead of stress.

Picture your team having the real-time data they need to analyze costs and drive efficiencies. Stretch planning windows into weeks, months, and quarters, and build "what if" scenarios to confidently know how to act when change happens.

Imagine being able to closely monitor your inventory and predict trend migrations, so you can prepare your business to take advantage.

Envisage conducting ongoing analysis to identify your most profitable customers, products, and segments. Transforming your customer relationships from transactional to strategic, earning more loyalty and advocacy. Adding value that sets your business apart, such as bundling, and new products using data-driven insights.

And anticipate the reassurance of being supported by both artificial intelligence (AI) and human intelligence, with a network of vetted partners and a whole community of fellow platform users to help with everything from onboarding to staying on top of the latest updates.

Sage

What to look for in an ERP System for Distribution

Having the right tools is essential to keep your distribution operations running as effectively and economically as possible. It's important to invest in an adaptable, integration-ready ERP system that's built to address not only the challenges of today, but also those of tomorrow.

Think about a suite that works as a diverse yet fully integrated ecosystem, supporting the health of your business. Choose the functionality you need now and add further capability as you grow. If your system comes with the support of an AI-powered productivity assistant like Sage Copilot, you'll further enable your business to grow and your teams to get more done without needing more time.

Unlock Efficiency: Sage Features built for Distributors

Operations management

Automate key operational workflows for increased efficiency and smoother continuous improvement.

Inventory management
Improve accuracy and inventory turnover.
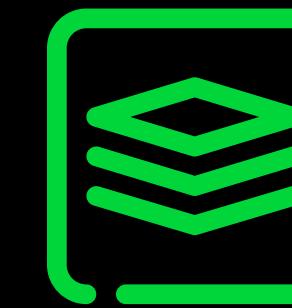
Data and insights
Streamline and automate processes and gain a single source of truth.

Warehouse automation
Automate warehouse data capture for better control and faster fulfilment.

Seamless integration
Open API and seamless integrations with best-in-class solutions.

Intuitive interface
Get up and running quickly and simplify the day-to-day with an easy-to-use interface.

Mobile access
Connect your people to collaborate and troubleshoot, wherever they are.

Accounting and Financial Management

Gain real-time visibility into the true financial health of your business and make confident, data-driven decisions.
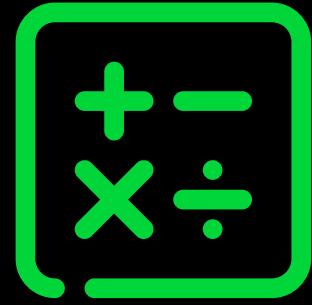
AI-powered accounting
Automate accounts payable, certain approval workflows, and revenue recognition.

Multi-entity consolidation
Simplify consolidations for domestic, global, and multi-currency operations.

Real-time reporting
Secure and permission-based data when and where it's needed, from dashboards to self-serve, scheduled and shared reporting.

Budgeting and planning
Real-time, agile management of budgeting, planning, and forecasting.

Built-in compliance support
Reduce risk and centralize documentation for easy reporting.

Sage

Supply chain management

Simplify collaboration and ensure transparency for all stakeholders.
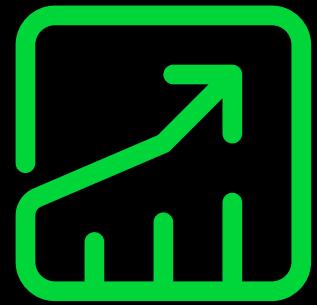
Sales
Shorten cycle times with quote, price-listing, and many more options.

Purchasing
Streamline with automated workflows, integrations, and analytics.

Inventory
Keep it simple or scale up with options built for the tough demands of wholesale and distribution.
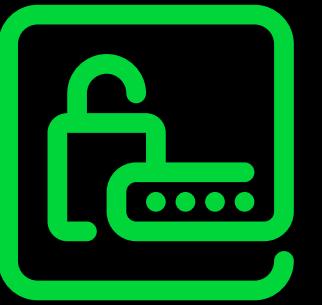
Cloud security
Third-party penetration tested and SOC compliant.

Sage

Sage Intacct

Integration-friendly ERP designed specifically for small and medium-sized distributors seeking operational excellence and efficiency.

- Cloud-based and accessible anywhere with internet connectivity.
- Adaptable and scalable for growing businesses.
- Designed for distribution needs with inventory management and order processing features.

Easy integration
With other business systems and platforms.

Customer support
Backed by the award-winning support network from Sage.

Powerful reporting
Comprehensive reporting and analytics tools.

Learning resources
Access expert training and learning support through Sage University.
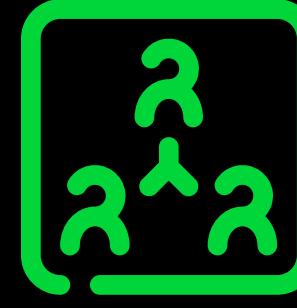
Sage Network
Rely on the partner ecosytem from Sage for industry experienced implementation and ongoing support.

> "We're very excited to have implemented a system in Sage Intacct that's paid off 10-fold for us."

Maggie Rogness
CFO, Quicksilver Express Courier

Sage X3

A comprehensive cloud ERP solution for mid-sized to large multi-national wholesale distributors, with an established track record in distribution.

- Manage finance, inventory, distribution, and manufacturing operations from one platform.
- Global capabilities with multi-language, multi-legislation, and multi-currency support.
- Customizable and scalable to adapt to your business needs.

" **With Sage X3 we know what we have on hand and when it's ready; it gives us confidence in our decisions, allowing us to better serve our customers and maximize revenue.** "

Jeremy Myrick
IT Manager, Skagit Horticulture
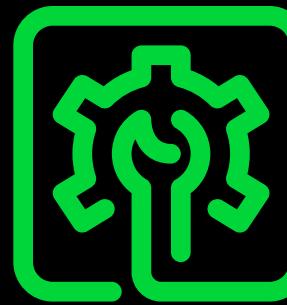
Flexible and adaptable
Customize specific business processes and adapt as you grow and expand to new markets or locations.
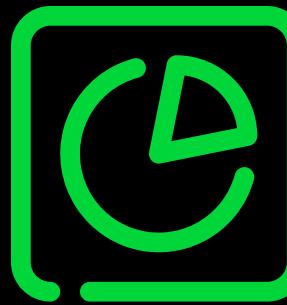
Powerful reporting
Advanced analytics and reporting tools for unique business insights.
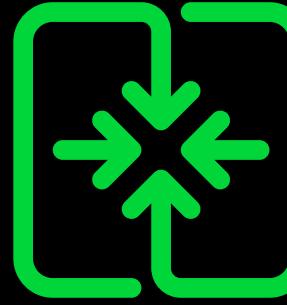
Integration-ready
With other Sage products and many of your favorite best-in-class solutions.

Learning resources
Access expert training and certification programs.

Customer support
Dedicated support for Sage X3 customers.
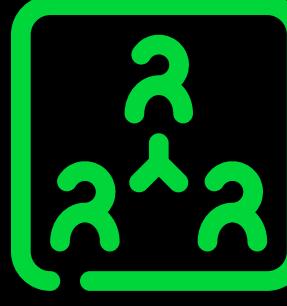
Extensive partner network
For industry experienced implementation and ongoing support.

Sage

Sage 100

Sage 100 is a cloud-connected ERP solution for small to medium-sized businesses.

- Cost-effective for smaller businesses.
- Standard ERP functionalities including finance, inventory, and distribution.
- Quick to implement and easy to use.
- Established user base and community support.

"Previously, we were running the company based on our experience and hunches; now we run it on real-time facts, making smarter, faster and more strategic decisions."

Dean Beck
VP and CFO, HJS Packaging & Distribution
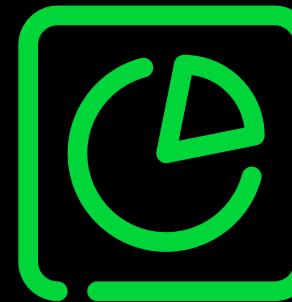
**Real-time reports**
Make data-backed decisions quicker, company-wide.

Customer support
Backed by the award-winning support network from Sage.

Customizable and integration-ready
Configurable to your business processes and integrates with many of your favorite best-in-class solutions.

Learning resources
Get the most from your software.

Extensive partner network
For industry experienced implementation and ongoing support.

Why choose Sage?

With over 40 years of experience delivering solutions for distributors to drive profitability and growth, Sage is trusted by thousands of customers around the world to help improve efficiency, enhance productivity, and build resilience in the face of change.

Why leading distributors trust Sage:

- A reliable and extensive ecosystem of experienced partners.

- Grow confidently with the security of a solid support network of always-on-hand expert advice, ongoing services, and further functionality.

- Free training with Sage University and online e-learning courses.

- A future-facing mindset that has earned Sage top 5 ranking in IDC's European Sustainable Strategies & Technologies Index.

- Access to the Sage Network, connecting customers with resources, expertise, and a collaborative community for support and growth.

- AI-enabled innovation: Customers worldwide are already benefiting from Sage Copilot, a generative AI business assistant, gaining an instant view of business performance with proactive suggestions and actionable insights for success.

- G2, the company which is trusted by more than 90 million people annually, awarded Sage with a total of 195 badges, including 154 Leader badges across its product portfolio in their fall 2024 report.

- Sage outcomes-focused practice of designing alongside the customer recently earned us the Pendo Customer Service award.

"Sage Intacct is playing a major role in our digital transformation as we leverage technology to lower costs, raise efficiency levels, and scale our business profitably."

Claude Michaud
Chief Financial Officer, GETPAQ

Address:

Tel:
Email:
Website:

Sage