



# Sage 300 Retail

Stay focused and flexible, maintain market relevance by continuing to innovate and connect with customers using Sage 300 Retail. Sage 300 Retail helps you adapt quickly to new technologies, ensuring you are successful and globally competitive.

Avoid down-time and unnecessary costs in a demanding, around-the-clock retail world. By offering you peace of mind knowing your Point of sale and ERP are delivered and supported through one business and solution, Sage 300 Retail is paramount for your business to thrive.

Help complete your customers' successful shopping experience and keep them loyal and committed with Sage 300 Retail – providing a seamless, engaging and personalised encounter. Sage 300 Retail provides value, flexibility, convenience, satisfaction and accurate and detailed product information, instantly.

Industry Solution	Sage 300 Retail				
Target	Retail Industry				
Business Processes	Billing	Requirements Planning & Purchasing	Goods Receipts, Picking & Delivery	Price Management	Sales Orders
Business Challenges	ERP Integration	Accuracy of Data	Stock Control	Effective Management of Pricing	Customer Satisfaction

# Challenges that Retailers face

**Integration into ERP solution** - the Point of Sale (POS) and ERP solutions must be synchronised. Customisations in the ERP solution must be dynamically linked and supported by the POS system. Without these in place, the customer experience will be compromised.

**Accuracy of data** – Retailers require information and reports that meet individual store management or group management needs. They need quick, clear comparisons of current and historical data around customers, sales, stock movement and logistics that will enable the right decisions to be made at the right time at any location, worldwide.

**Effective management of pricing** - the cornerstone of successful retailing is the effective management and control of pricing. Delays in implementing price increases and errors in mark-ups may seriously damage the profitability of the business.

**Stock control** - stock represents a major portion of cash expenditure within a typical retail outlet and for this reason stock management and cash management are of utmost importance to retailers. It is imperative that all major stock management risks are eliminated or reduced. Accurate daily monitoring of orders, sales and stock is critical to a retail organisation in which a variety of different items are sold daily from the store, particularly when considerable stock is held in warehouses. Poor stock control either immediately or ultimately affects cash flow.

**Customer satisfaction** – the ability to provide customers with a fulfilling yet simple shopping experience, accurate data at their fingertips, flexibility and freedom of choice – the ability to transact online must be an option, 24/7.

## Benefits

### Accurate Data

- Elimination of duplicate data
- Superior information and reporting for informed decision making
- Real-time updates for accuracy, efficiency and responsiveness

### Accommodating Growth

- Flexibility
- Scalability

### Enhanced Customer Experience and Loyalty

- Quicker Checkout process, thus reduced waiting time
- Accurate data provides seamless experience
- Ongoing goodwill and customer retention

### Increased Price Management

- Improve profitability

### Superior Inventory Control

- Reduced risks
- Better cashflow
- Improve time management

### Improved Efficiency & Reduced Errors

- Simplified operations
- Automated transactions
- Reduced efforts
- Removal of errors

Webstore

Sage 300 Retail

Price Manager

Inventory Optimisation

Sage 300 ERP

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# Sage 300 Retail delivers benefits across the core processes of your business

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## Sage 300 ERP

Sage 300 ERP is the backbone of the Sage 300 Retail solution that feeds POS and receives transactions from POS. There is no duplication of processing and the solution offers complete peace of mind in that the integration and synchronisation runs live or on scheduled update. The powerful financial tools of Sage 300 ERP help you confidently manage your company's complex finances. The Operations and Distribution Management modules ensure your business follows best practices for efficiency and accuracy by automating and integrating processes to keep your warehouse, inventory, production, and service departments aligned and running smoothly.

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## Sage 300 Retail

With Sage 300 Retail, retail management has never been so easy. It encompasses extensive functionality, offering retailers exceptional flexibility and customisation options to meet their individual operational and accounting requirements. Sage 300 Retail operates in an online or offline environment. Because data is created and maintained in the standard Sage 300 ERP environment and synchronised to the Point of sale (POS) till at store level, rapid rollout and return is easily achieved. From a central setup and design, each POS till can be configured in a matter of minutes and deployed countrywide. As each branch trades, information relating to stock, sales, credit limits and pricing is sent to and from the store to head office on a real time or scheduled basis.

- Efficient processing of Purchase Orders is critical to retail organisations. Sage 300 Retail Purchase Orders facilitates remote Purchase Orders, Goods Receiving, Returns to Suppliers, Supplier Invoices and Credit Note processing
  - Sage 300 Retail Inter-Branch Transfers caters for the special needs of branch infrastructures that are part and parcel of most retail organisations.
  - Poor stock control impacts negatively on profits and taking stock is traditionally a time-consuming but essential function for retailers. Sage 300 Retail Stock Take focuses on streamlining and simplifying the process.
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## Price Manager

Sage 300 Retail Price Manager makes it much easier to stay on top of pricing. Some of the features include being able to quickly and simply add new stock items, easily access and reference historical pricing information with complete in-depth analysis of price mark-ups against multiple costing methods.

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## Inventory Optimisation

Sage Inventory Advisor is a Cloud solution that helps companies reduce excess inventory and free up working capital, while eliminating stock-outs. It connects to Sage 300 ERP data to deliver a real-time health-check on inventory affecting the bottom line, reduce the time spent on forecasts, and resolve the optimal investment required to achieve target fill rates. A cost-effective web and mobile solution, Sage Inventory Advisor is easy to use and slashes time spent on forecasts.

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## eCommerce

Take full advantage of your retail investment by implementing XM Oxygen eCommerce solution. It is your ready-to-go B2B and B2C web store, which integrates exclusively with Sage 300 ERP. It is the fastest, most cost effective and enjoyable way to get your business online. Its tight integration to Sage 300 ERP allows your website to be open for business 24 hours a day, 365 days a year without concern of over-ordering or stock levels going out of sync. Clients have the option of completing their retail experience easily, online. Their orders are inserted in absolute real-time.

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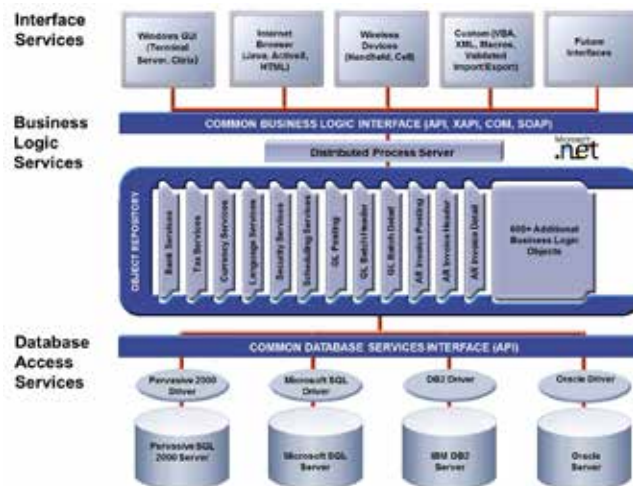
# Sage 300 ERP Superior by Design

Investing in a solution with superior functionality will deliver a quick payback from more efficient operations. Selecting a product with a superior architecture will ensure that your investment will continue to pay dividends for many years. Superior software architecture has specific requirements that enable products built within its framework to adapt to fast-changing technology and stand the test of time. Using industry-standard technology is important and the ability to adapt to this technology is one requirement of a great architecture. Sage 300 ERP architecture and the realisation thereof is technology that has been created and owned by Sage. This architectural technology is Sage's key differentiator.

Our fundamental architectural foundation is the separation of core business logic from interface and database services. With these three layers separated, the core business logic can be connected to new databases and evolving interface components and devices—without costly re-implementation efforts and with the ability to maintain a single business logic code base.

The benefits of our superior design and good implementation is that Sage 300 ERP will:

- Stand the test of time
- Embrace industry standard technology quickly and naturally
- Customise easily to fit the special needs of your business
- Deploy flexibly to new paradigms such as Cloud and mobility
- Scale to the changing size of your business





## About Sage 300 ERP

The Sage Group plc. is a leading global provider of business management software to small and medium sized companies, creating greater freedom for them to succeed. Sage understands how and why each business is unique. We provide products and services that suit varying needs, are a pleasure to use and are secure and efficient. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and entered the FTSE 100 in 1999. Sage has over 6 million customers and more than 13,500 employees in 24 countries covering the UK & Ireland, mainland Europe, North America, South Africa, Australia, Asia and Brazil.

For further information please visit [www.sage.com](http://www.sage.com)

Sage 300 ERP is a global comprehensive, flexible business management solution designed to keep your total cost of ownership low by supporting multiple technologies, databases and operating systems.

Available in multiple editions, Sage 300 ERP gives you the opportunity to add users and adopt greater functionality as your business grows, offering built-in support for multiple languages and multicurrency transactions, so your business can comfortably operate in countries of choice.

Sage 300 ERP connects your entire operation with a single, integrated solution that provides you with greater visibility, making it easier to share information and communicate. Mid-market businesses across the globe use Sage 300 ERP solutions to unlock potential, reduce costs and improve performance.

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