

TOP REASONS TO CHOOSE SAGE 200 SUITE



Sage 200 has over 100 additional feature enhancements and benefits in comparison to your Sage Line 100 or MMS system. TSG can work with you to understand your current and changing business needs and demonstrate how Sage 200 will improve performance in your business.

Key features

- **Quality control** – ensuring both internal and third-party product quality which involves inspections by different agencies.
- **Supplier management** – supplying finished products and components for re-sale locally and internationally.
- **Documentation management** – maintaining and recording customer and supplier documents, such as certifications.
- **Pipeline management** – managing and reporting existing and potential new business opportunities and requirements.
- **Customer service** – maintaining strong relationships with key customers.
- **Data capture and management** – recording information across all business processes.
- **Workflow management** – managing business processes from initial contact to product delivery and problem resolution.
- **Marketing** – winning new business by exploiting existing customer information.

Software components that make up the Sage 200 suite

Sage 200 Financials

Managing the day-to-day running of your business, providing you with unrivalled business control and management reporting.

Sage 200 Commercials

Adds Sales Order Processing, Purchase Order Processing, Stock Control and Price Book to the Financials modules.

Sage 200 Project Accounting

A highly configurable and flexible costing module ideally suited to businesses running projects or providing services.

Sage 200 CRM

You can quickly analyse, manage and synchronise sales, marketing and customer service activities across all points of contact.

Sage 200 Construction

Helping you to keep within contract budgets, complying with ever-changing HMRC legislation; Sage 200 Construction is ideally suited to businesses with more complex contracting requirements.

Sage 200 Bill of Materials (BOM)

The Sage 200 BOM module follows your bill of materials process from beginning to end.

Sage 200 Point of Sale (POS)

An electronic point-of-sale (EPoS) system suitable for any business that needs to conduct quick, accurate and secure transactions with its customers.

Sage 200 Wholesale and Retail

Designed to enhance the Sage 200 Commercials module with retail, wholesale and trade counter functionality.

Sage 200 Manufacturing

Giving your company greater control over manufacturing processes through effective scheduling of work, close tracking of resource utilisation and improved business analysis.

Sage 200 Payroll

Ensuring that complicated payroll procedures are simplified and automated, and accelerating the management of all your employees' pay, holiday entitlement and rewards.

Sage 200 Asset Manager

Allowing you to streamline your processes and gain maximum value from your company assets.

Sage 200 Forecasting

Plan for future growth from a solid foundation of accurate information.

Sage 200 Business Intelligence

Gain greater understanding of your business through strategic analysis and modelling of your data.

Benefits of choosing Sage 200 suite

- Easier access of up-to-date customer information
- Improved business planning with strong reporting functionality
- Shared access to actual stock levels for checking availability and placing orders
- Centrally managed company-wide promotions generating business consistency for customers
- Software integration for sales staff to have visibility of opportunities from customer sales to payment history
- Improved control, from product quality to customer information
- Greater software flexibility to work the way you do
- Data security to protect your company from any threats
- Strong CRM functionality to improve your customer relationships
- Greater reporting for a more joined up business

Customer case study - Sage 200 suite

The mild climatic conditions, long sunshine hours and fertile soils of the picturesque Isle Of Wight, Hampshire, make it an ideal location to produce organically grown tomatoes. With great connections to mainland UK and central Europe, The Wight Salads Group has responded to consumer demand and quickly established itself as the largest producer of organically grown tomatoes in the UK.



The brief

With a base of around 900 employees, Wight Salads has found technology is the key to modern business. Technological advances have made it possible for Wight Salads to utilise such tools as electronic order receipt and electronic invoicing.

Financial solutions are also key to Wight Salads and it has used Sage Line 100 for a number of years. Following the latest developments it decided to upgrade its Sage Line 100 solution to the latest Sage 200 solution, with the help of Technology Services Group (TSG).

The approach

Wight Salads used Sage Line 100 along with in-house spreadsheets and Foxpro systems and realised that it could group all of its accounting needs into Sage 200. "We are a fast growing company and technology is vital to our day to day operations," says Wight Salads Group Director of ICT, Patrick McCafferty. "We were looking for a solution that would enable us to manage our growth effectively while keeping a check on costs and improving controls at all levels."

Wight Salads had been receiving support from TSG for its Sage Line 100 product and when the time came to upgrade to Sage 200 the company again turned to TSG because of its in-depth knowledge and expertise of the product. One of the key factors presented to Wight Salads was the capability of Sage 200, to transform accounting needs.

The solution

Wight Salads implemented Sage 200 to gain a better overview of budgets. The solution enables Wight Salads Group to operate in a multi-currency environment, which is key to its Spanish and Portuguese affiliates. With the Sage 200 solution, Wight Salads has been able to grow a new accounting strategy.

The move from Sage L100 to Sage 200 was made seamless through TSG expertise and knowledge of the product. TSG was able to provide training to the staff at Wight Salads to get used to the new accounting software in the transition period.

The benefits

With the new solution running smoothly, Wight Salads has been able to measure the benefits of the new solution over Sage L100. "We have received major benefits since the implementation," comments McCafferty. "Sage 200 has enabled us to make measurable efficiencies in our production process and in control of costs."

The new solution has enabled Wight Salads to gain traceability of product through the supply and production chain as well as measure the production cost of every batch. With the company not only growing its own products but buying some of its stock from growers, Sage 200 has enabled it to gain full control over purchasing. By utilising the Sage 200 product Wight Salads has also been able to reduce the amount of paperwork and spreadsheet use, which is key in such environmentally conscious times as these.

For further information please call your local TSG service centre

0845 11 11 888

or visit www.tsg.com

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TSG 010726/11/07



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