

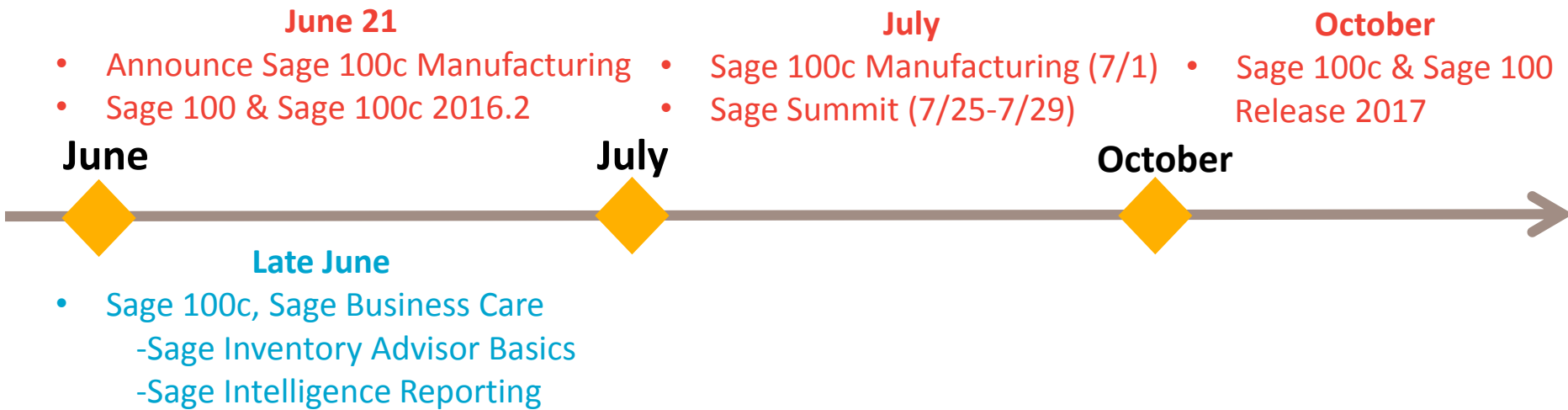
Sage 100c Inventory Advisor Basics

sage



June 8, 2016

Sage 100 and Sage 100c key launch dates



Sage 100 and Sage 100c 2016.2



Sage 100

Sage Exchange Desktop 2.0
Registration automation

Sage 100c

Sage Inventory Advisor Basics
Sage 100c Manufacturing

The image shows two screenshots of Sage software. The top screenshot is the Sage Inventory Advisor dashboard for 'Los Angeles (Warehouse)'. It features several key performance indicators (KPIs) with bar charts and data points:

- Stock holding:** Actual 10.4m, Model 5.7m
- Excess stock:** Excess value 3.3m, Items 2,194
- Surplus orders:** Surplus value 1.7m, Items 416
- Fill rate:** Achieved 86.32%, Target 97.29%
- Stocked out:** Lost sales 843.4k, Items 923
- Potential stock outs:** Pot. lost sales 141.4k, Items 32

Below the KPIs are two tables:

Status	Value
Ok	2.5m
New	223.4k
Excess	3.3m
Surplus orders	1.7m
Stocked out	843.4k
Potential stock-outs	141.4k

Area	Score
Stock	97.41%
Suppliers	99.25%
Products	99.64%
Bills-of-material	98.85%
Customer orders	85.75%
Purchase orders	86.32%

The bottom screenshot shows the Sage Payment Solutions 'Billing Information' form. The form fields are filled with the following information:

- Name: **DATA**
- Address: **9 Enigma**
- City: **Pine Bush**
- State: **New York**
- Country: **United States**
- Phone: **(318) 422-5200**

A large green diagonal watermark reads 'Update coming soon!'. A 'Thank you for using Sage Exchange 4/12/2013' message is visible on the right side of the form.



Sage Inventory Advisor Basics

Sage 100c – Sage Intelligence and Sage Inventory Advisor changes



	Silver	Gold	Platinum	
Services	Critical product updates	✓	✓	✓
	Version upgrades and enhancements	✓	✓	✓
	24/7 knowledgebase	✓	✓	✓
	Sage City peer-to-peer community help	✓	✓	✓
	Phone and chat support cases	5 cases	Unlimited	Unlimited/ Premium ¹ support
	Upgrade planning assistance		✓	✓
	Sage University Anytime Learning courses	\$	Unlimited	Unlimited
	Appointment scheduling			✓
	Proactive support contacts			✓
	Add-on solutions	Sage Intelligence Reporting	1 user (Report Manager)	1 user (Report Manager) + Designer module
Sage Inventory Advisor Basics			Gold	Platinum
Sage CRM		1 user	1 user	3 users
Sage Payroll Services (U.S. only)		Free W-2s ³	5% discount, free W-2s ³	10% discount, free W-2s ³
Sage Time		\$100 off ⁴	\$200 off ⁴	\$300 off ⁴
Sage Payment Solutions		Free integration ⁵	Free integration ⁵	Free integration ⁵

Gold
Company
license up
to \$5M in
inventory

Platinum
Company
license
greater than
\$5M in
inventory

What is Sage Inventory Advisor Basics?



Sage Inventory Advisor Basics is free cloud solution that helps companies reduce excess inventory and free up working capital while minimizing stock-outs and increasing revenue.

- **Integrates with Sage 100c/300c** systems to provide visibility of inventory levels and investment, produce quality forecasts and optimal replenishment recommendations.
- **Dashboard** displays overall performance and provides early depletion warnings
- **Anytime, anywhere access via Web** browser or mobile device
- **Easy to use**
- **Quick to implement**



Customer benefits of Sage Inventory Advisor Basics



- **Reduce excess inventory by 10%-25%**, reduce working capital & improve cash flow.
- **Improve fill rates by 2%-10%**, minimize stock-outs and increase sales.
- **Significantly reduce the time spent** on planning, forecasting and ordering.
- **Better inventory visibility**, including early warning of items needing attention.
- The right inventory in the right place at the right time, **helping you to grow your business.**

How is **Sage Inventory Advisor Basics (SIAB)** different than Sage Inventory Advisor (SIA)?



Based on functionality of **SIA Premium** product, but;

**FEATURES
REMOVED**

Support for Bill of Materials
Central Warehouse consolidation
Import order forecasts to Accounting Solution

Key Goals:

- Retain core SIA functionality to add value to Sage 100c, Sage 300c
- Easier / faster to implement
- Easier for customers to understand
- UPSKU opportunity to full SIA product
Estimate Essentials will meet the needs of 60% -70% of target c-line subscribers

How does Sage Inventory Advisor Basics improve inventory performance?



Sage 100c and Sage 300c

Creates and monitors inventory transactions.

Creates purchase orders and reports on purchase status.

Tracks receiving stock.

Counts physical stock.

Tracks picks, packs, and shipments to customers.

Sage Inventory Advisor Basics

Analyzes your inventory transactions and recommends the next best decisions.

Forecasts stock demands using sales data.

Rapidly identifies what to order and how much.

Identifies when to expedite orders on suppliers to prevent stock-outs.

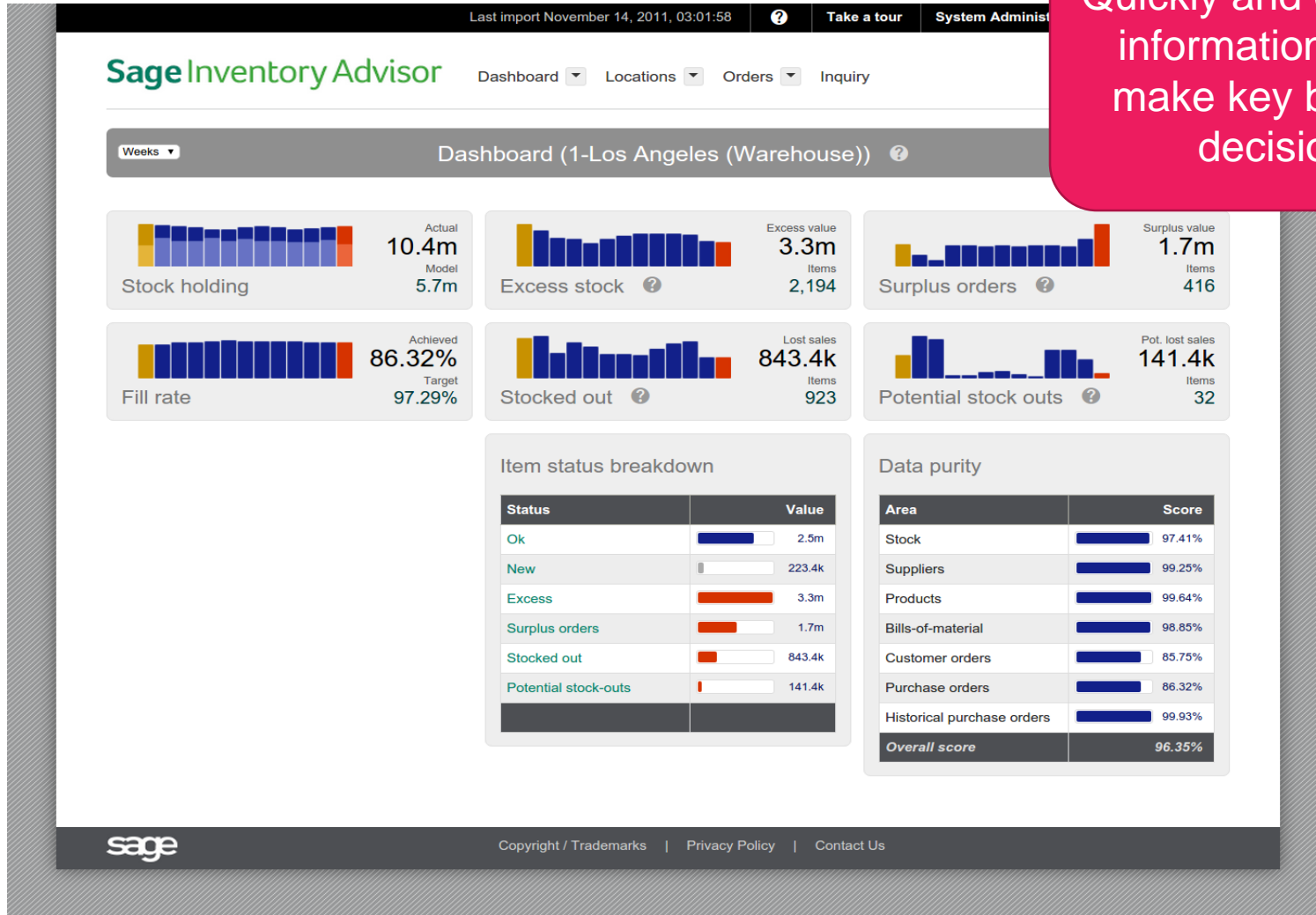
Recommends what inventory to reduce.

Sage Inventory Advisor Basics

Simplifies how customers view inventory



Quickly and easily see information to help make key business decisions.



Differences in Sage Inventory Advisor Basics and the full version



Customer requirements	Sage Inventory Advisor Basics	Sage Inventory Advisor
Can benefit from reducing time currently spent on spreadsheets	✓	✓
Seek to reduce stock outs	✓	✓
Seek to reduce excess inventory	✓	✓
Need more accurate forecasts	✓	✓
Experience long purchase lead times	✓	✓
Have one or multi-locations	✓	✓
Support manufacturing for product purchases	-	✓
Use bill of materials for inventory planning	-	✓
Use a centralized warehouse / buy centrally on behalf of other warehouses	-	✓
Calculate orders for container shipment	-	✓
Require advanced forecasting	-	✓
Indicate multinational currencies by location (for environments where warehouses are in different countries and different currencies)	-	✓
Export purchase recommendations to CSV	✓	✓
Export to Sage 100, 300 with a compatible purchase order file format	-	✓
Analyze inventory performance by classifications and by location	✓	✓
Require inventory analysis/metrics by department or region	-	✓
Calculate safety stock to cover risks for late supplier delivery and under estimating demand	Basic	Advanced

Sage Inventory Advisor Basics included for free with:

100c and
Advanced or Complete Bundle and
Gold or Platinum BusinessCare *

* ie not available for 100c Essentials, Silver BusinessCare or non-100c customers