

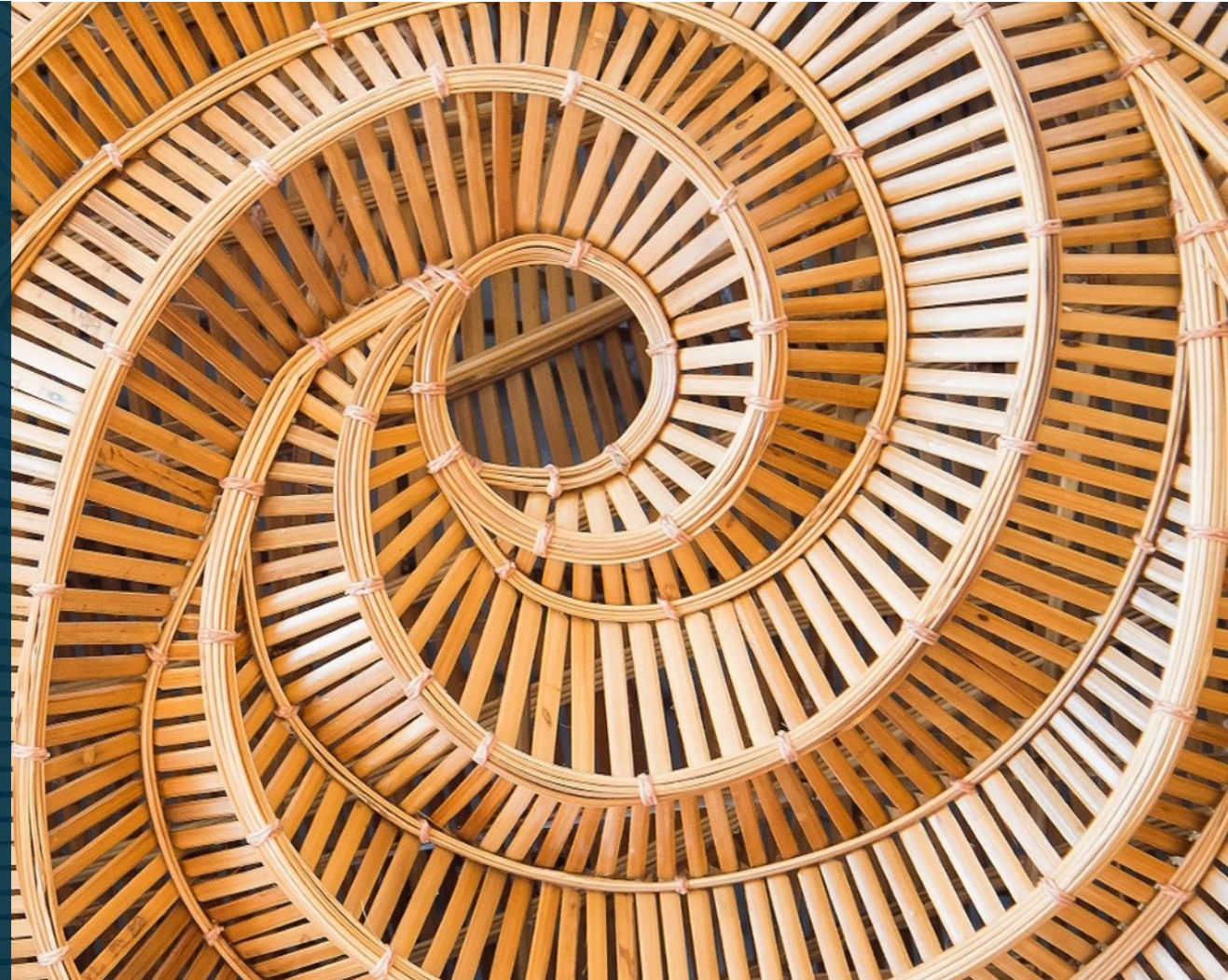
Sage Business Cloud Enterprise Management

Version 12 – Functional Highlights and Benefits

Inhance



Embracing change at speed
is essential



Enterprise Management



Sage Business Cloud Enterprise Management providing **faster**, more **intuitive** and **tailored** business management solutions than conventional ERP for organisations looking to retain their **competitive advantage** by increasing their agility and **embracing change at speed**.

Tailored personalised experiences | Thriving global customers | Delivering industry leading ROI



“Since installing **Sage Business Cloud** we’ve flowed over \$29.6 million in orders through the system without a single day of missed orders. We’ve been much better at forecasting our internal inventory and have reduced our inventory on-hand values by 50% while **increasing fill rate and inventory turns.**”

– Calvin Johnson,
Founder and CEO at Lykki.com



“Stadium revenue has grown, but managing it all wasn’t easy until we found Sage. It used to take days to share ticketing information between two people in the same room. Sage helps us cut through the red tape and **do business faster.**”

– Gavin Marshall,
CFO Bristol Sport



Embracing change at speed



Faster

process cycle time,
faster inventory turns,
faster customer
response time, faster
insight into cost and
performance

Integrates new business process

Extended functionality

Improved performance

Intuitive

management of
distributed
operations, easier
access to data and
collaboration, simpler
IT management

Cloud technology investments

Improved user interface navigation

Responsive design

Tailored

deployment options,
flexible capacity,
flexible configuration,
customization and
evolution

Versatile cloud deployment

Flexible configuration & tailoring

Limitless integration through Web
services & APIs

Sage Business Cloud Enterprise Management solution overview **sage**

Financial management



Budgets & accounting
Fixed assets
Financial reporting
Dashboards

Supply chain management



Purchasing
Inventory & warehousing
Sales
Customer service

Production management

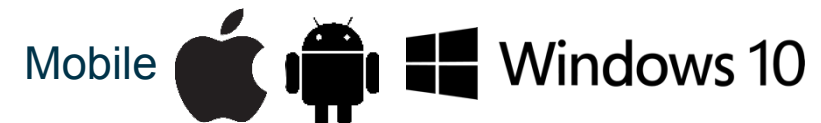


BOM & production planning
Shop floor control
Quality control
Non conformance

Project management



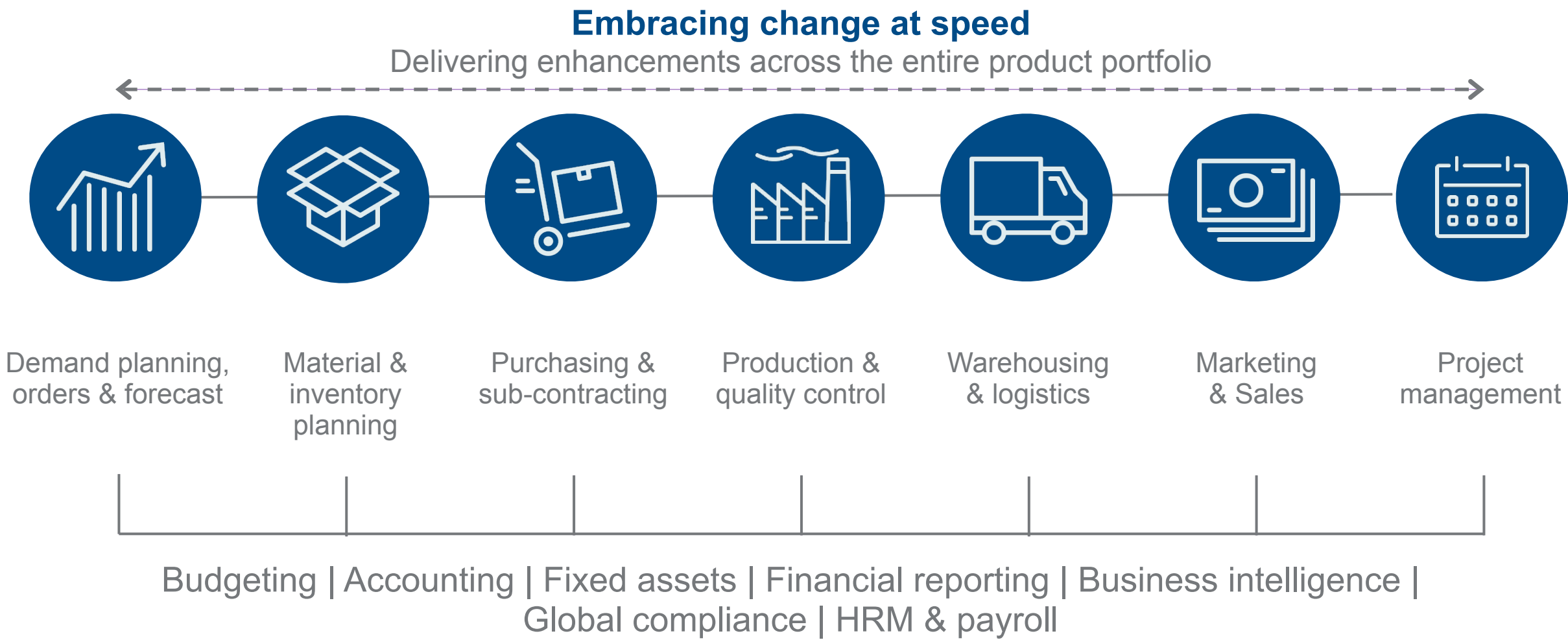
Project definition
Project execution
Time sheet
Financial tracking



Sage Business Cloud Enterprise Management

Capabilities overview

sage



Sage Business Cloud Enterprise Management

Version 12 Highlights



Manufacturing operations

Easily identify dependencies between work orders and raw material availability to improve planning and capacity to promise.

Project Management enhancements allowing for improved cost management and better control of project profitability.



Distribution operations

Manage logistics and track key information for a group of items with a single number driving efficiency across the supply chain.

Support continuous improvement programs by identifying issues, adjusting and then following up on previously identified problems allowing businesses to reduce costs and improve customer experience.



Cloud service offerings

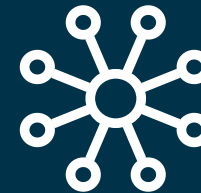
Delivery of world class cloud capabilities offering customers unrivalled choice.

Service offerings include Single-tenant solution-as-a-service (SaaS), Single-tenant platform-as-a-service (PaaS) and multi-tenant SaaS running on our secure Private Cloud.



Customer first experiences

New responsive design framework will allow users to work on a variety of different devices regardless of the type or size of the device.



Connected ecosystem

Introduction of new GraphQL API framework and Data Integration API to enable the connected ecosystem with flexibility and ease.



Global compliance & finance

Enhancements in multiple geographies supporting updated and new compliance requirements.

Updates to key day-to-day operations including bank statement reconciliation, automated journal creation and enhanced traceability.

Sage Business Cloud Enterprise Management Version 12 Industry Coverage



Discrete
Manufacturing



Process
Manufacturing



Distribution

Industrial
equipment

Electrical
appliances
Electronics

Food
& Beverage

Pharma

Wholesale
trade

Engineering
services

New cloud offerings and services
Responsive User Experience
Tax Declaration Framework

Project Management Planning
Revenue recognition
Revision Management
Product Scheduler
Tax Declaration Framework

Non Conformance Management
Revision Management
Weighing Scale improvements
Tax Declaration Framework

License Plate Management
Invoicing enhancements
FIFO rate calculations
Not invoiceable deliveries

What's new?

Cloud Services



Enterprise Management |
Version 12.0

November 2018



Enterprise Management Version 12 sees the expansion of the Sage Business Cloud footprint with the introduction of new cloud services offering unrivalled levels of choice for all businesses regardless of complexity of size.

Offering / Criteria	Single-tenant	Hosted	Multi-tenant
Sage Service on AWS	■	■	■
Subscription License Model	■	■	■
Service Model	Single-tenant SaaS	Hosted	Multi-tenant SaaS
Standard/Bespoke Processes	Bespoke	Bespoke	Standard
Process Complexity	Medium – High	Medium – High	Low
ISV Add-on Support	SPP Only	SPP Only	Limited SPP only
Tailoring/Customization Support	Comprehensive	Comprehensive	Screen only
Availability	Global - Phased	Global - Phased	Limited
Application Support	Sage	Sage / Partner	Sage
Infrastructure Management	Sage	Sage	Sage
Application Version Upgrades	■	Partner / 3 rd Party	■
Application Patching	■	Partner / 3 rd Party	■

Sage Business Cloud Enterprise Management Deployment and cloud service offerings



On-premises

Tailorable and customizable

Customer responsible for Infrastructure

Sage PS or Partner does Application customization

Customer Support handles service inquiries

Large customer base on old versions

Single-tenant PaaS

Sage host and manage the Infrastructure for customer

Customizations and plugins allowed

Available through selected SPP Partners

Customization is provided by Sage PS or Partner

Single-tenant SaaS

Sage managed and on Sage Paper

Customizations and plugins allowed

Access to all Sage ISV partner solutions

Sage PS or Partner can customize

Management of application by Sage responsibility to be determined

Multi-tenant SaaS

Sage managed and on Sage Paper

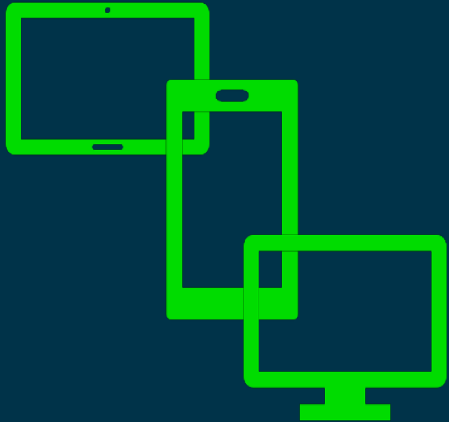
Limited tailoring and ISV add-ons available

Managed by Live Services

Extensive geographic coverage and expansion

What's new?

User Experiences



Enterprise Management |
Version 12.0

November 2018



The introduction of a new user experience powered by a new responsive design framework will allow users to work on a variety of different devices regardless of the type or size of the device.

Navigation –

- A new top bar with an easier navigation to administration features and a favorite toolbar that can appear at the top or as a dropdown list
- An interactive site map with a search feature and easy navigation

Responsive design –

- A page layout that adapts automatically to the size of the screen (from a mobile to a desktop), taking in account the size of the fields and the corresponding titles to get the best use of the available space.
- Works across all screens
- A simplified screen designer that replaces the previous authoring mode to adapt the field organization

Sage Business Cloud Enterprise Management Responsive user experience

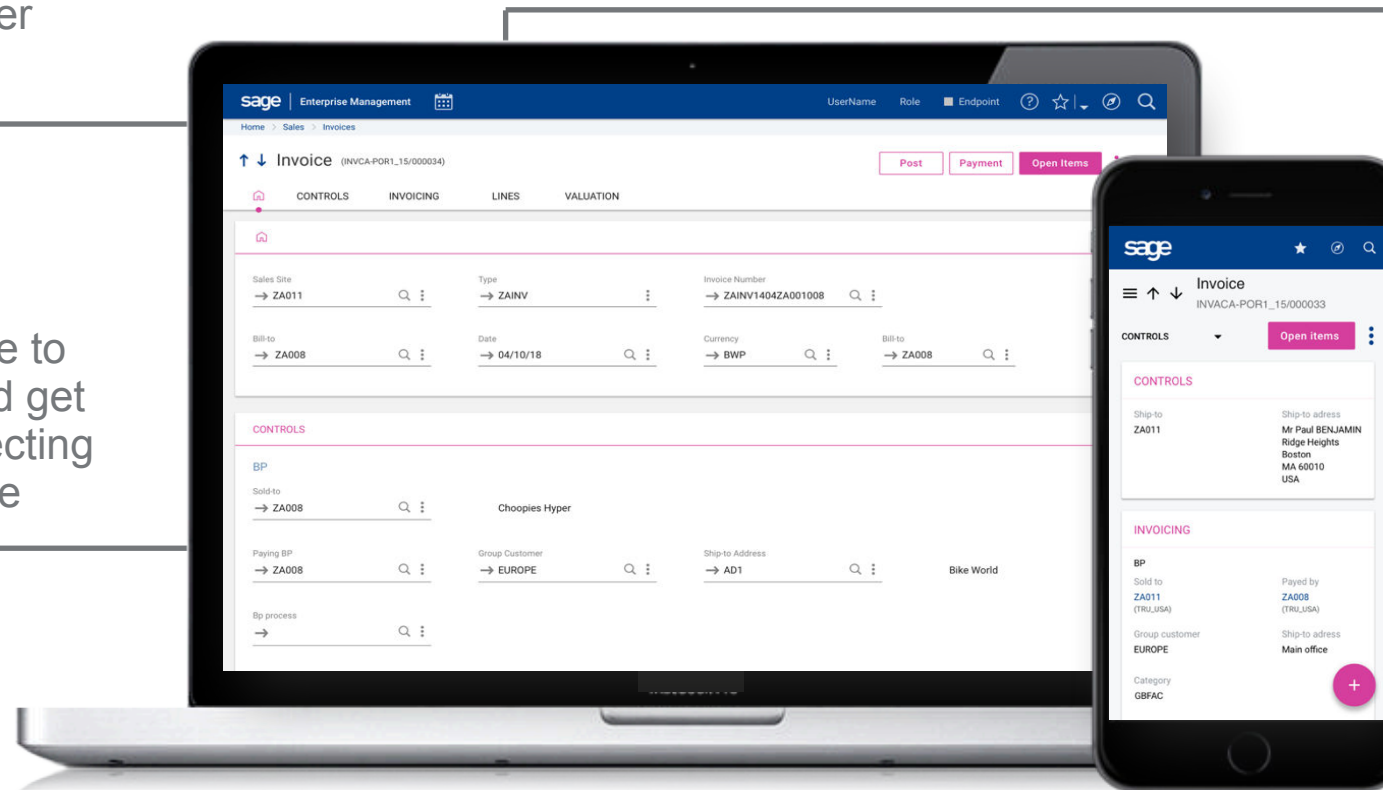


Streamline all workflows and accelerate the management of your business from procurement to manufacturing, inventory, sales, customer service and financials

Analyze your business with customizable scoreboards for your role and navigate up/down the audit trail to manage risks

Access dashboards personalized for your role to monitor performance and get alerted of anomalies affecting your business in real time

Access your data and process inquiries right from your iOS, Windows or Android devices



What's new?

Global Compliance

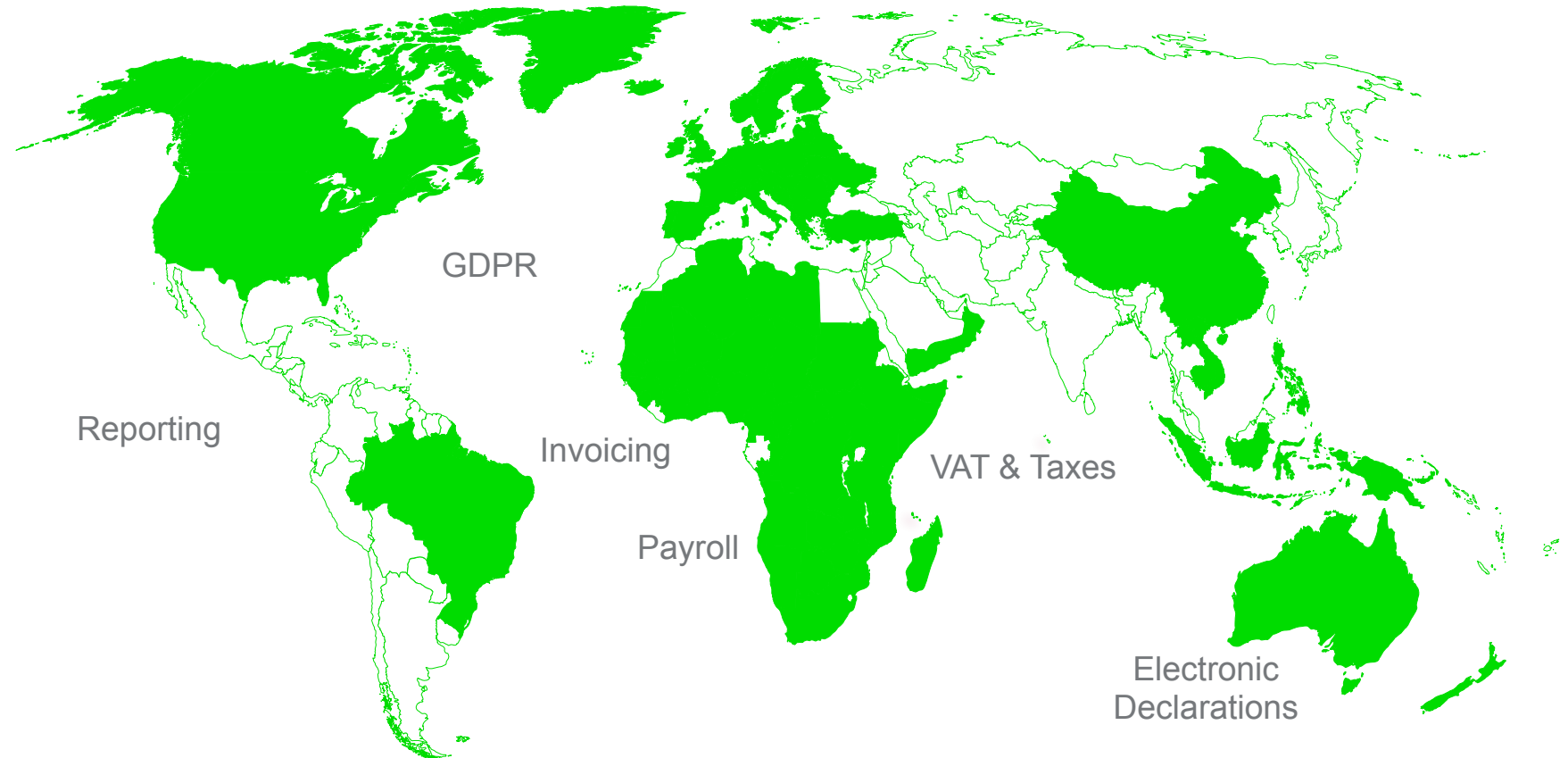


Enterprise Management |
Version 12.0

November 2018



Sage Business Cloud is used in over 80 countries around the world. Version 12 saw enhancements in multiple geographies supporting updated and new compliance requirements.



What's new?

Global Compliance



Enterprise Management |
Version 12.0

November 2018



Sage Business Cloud is used in over 80 countries around the world. Enhancements in multiple geographies supporting updated and new compliance requirements.

Country	Description
Australia	BAS and GST reporting.
France	Tax on company cars, Ability to create invoice in non-closed previous month, Payment practices reporting
Germany	DATEV export improvements, VAT updates 2018, GoBD export modifications
North America	ACH Format, Reports improvements
Poland	Bank and Cash register in the core, Split payments
Portugal	SAF-T improvements
Switzerland	ISO 20022 bank file, VAT updates 2018
United Kingdom	VAT box management for UK VAT declaration, Payment practices reporting

What's new?

Global Compliance



Enterprise Management |
Version 12.0

November 2018



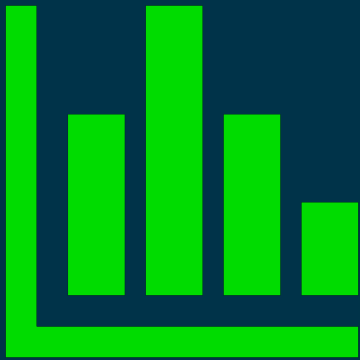
The General Data Protection Regulation (GDPR) standardizes data protection law across all 28 EU countries and imposes strict new rules on controlling and processing personally identifiable information (PII)

General data protection Regulation (GDPR) –

- Deliver new tooling and documentation helping companies to comply with GDPR
- Organizations in the following countries, will be required to adopt GDPR:
- Austria; Belgium; Bulgaria; Croatia; Republic of Cyprus; Czech Republic; Denmark; Estonia; Finland; France; Germany; Greece; Hungary; Ireland; Italy; Latvia; Lithuania; Luxembourg; Malta; Netherlands; Poland; Portugal; Romania; Slovakia; Slovenia; Spain; Sweden & the United Kingdom

What's new?

Financial Management



Enterprise Management |
Version 12.0

November 2018



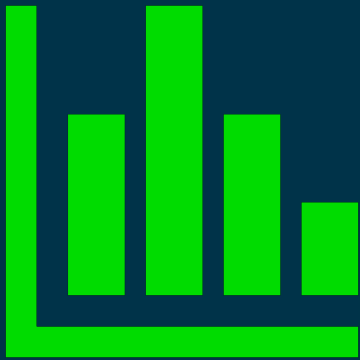
Finance is the cornerstone of any business. Version 12 delivers a number of financial management enhancements designed to make accountants more efficient through updates to key day-to-day operations including bank statement reconciliation, automated journal creation and enhanced traceability.

Other improvements –

- Advanced bank statement import - Improvements
- Currency variance calculations when partial matching
- Electronic signature (Customer invoice / Journal entry)
- Currency rates on payment
- IFRS 16 Leases
- Import currency rates for A/P-A/AR accounting invoices
- Automatic journal generation in case of Site transfer of a fixed asset
- Enhanced journal traceability
- FIFO rate calculations

What's new?

Financial Management



Enterprise Management |
Version 12.0

November 2018



Enterprise Management delivers support for new complex fiscal compliance and reporting rules.

Revenue Recognition –

- New revenue recognition standards will affect both public and private businesses
- Ability to calculate revenue recognition adjustments in the context of complex projects, on the basis of free percentage or cost based percentage applying to the entire project

Tax Declaration Framework –

- Improve the automation of the tax declarative processes, from transactions to electronic submission. These processes, developed in the context "Making Tax Digital" (MTD) in the UK will be progressively extended to other legislation packs

What's new?

Supply Chain Management



sage

Delivering high quality user experiences extends beyond the look and feel of the screen. Working more efficiently and delivering more automation are vital to providing high-levels of customer service.

Sales and Procurement –

- Default supplier per product site
- Not invoiceable deliveries
- Project dimension automatic update on sales/purchasing documents
- Scheduled Invoice generation
- Registered Export System (REX) identification exports outside the EU

Enterprise Management |
Version 12.0

November 2018

Licence Plate Numbers and Global Procurement



CustomersProject managementProject overviewFinancial overview

sageEnterprise Management

Super administratorSuper administratorEMV12 / SEED

?

☆

🔍

All > Inventory > License plate numbers

License plate number

CONTROLS

CONTENTS

Container Number
PAL00029

Site *
NA021

Container *
PALWDH3445

CONTROLS

Single product

Mono-lot

CONTENTS

	Product	Description
1	CON005	Self-align
2	CON005	Self-align
3	CON004	Aluminium
4		

CustomersProject managementProject overviewFinancial overview

sageEnterprise Management

Super administratorSuper administratorEMV12 / SEED

?

☆

🔍

All > Inventory > License plate numbers

Licence plate number operations

CancelMemoRecall

Site *
→ FR021
Agrotech

Document
CHGFR0210004

Description
Regroupement LPN

Posted Date
19/10/19

SELECTION

From locn typeTo locn typeFirst LocationLast LocationContainer NumberFormulas

ACTION

GroupSplitUnassign

Destination licence plate number →

Destination location

Destination warehouse

	Container Number	Product	Description
1	PAL00126	CON004	Aluminium Sockets
2	PAL00135	CON005	Self-aligning ball bearing
3	PAL00139	CON005	Self-aligning ball bearing
4			

CustomersProject managementProject overviewFinancial overview

sageEnterprise Management

Super administratorSuper administratorEMV12 / SEED

?

☆

🔍

All > Common Data > Products

Product - Sites

Product-Site

Category
→ BMSOL
Bow/Manuf/SoldProduct Status
ActiveProduct *
BMS001
3 SprocketsSite *
GB012
GB BikeStock unit
UN
Unit

SUPPLIERS

SUPPLIER IDENTIFICATION

Supplier

CONTROLS

Block
NoPriority
0

Back-to-Back Orders

LANDED COSTS

What's new?

Supply Chain Management



sage

Licence Plate Numbering (LPN) allows for grouping and managing inventory by container. Manage logistics and track key information for a group of items with a single number driving efficiency across the supply chain.

Inventory management –

- License Plate Number
- Stock Receipt Valuation and costing enhancements

Electronic Transacting / Digitalisation –

- EDI: XML generation
- eInvoicing – Chorus Pro compliancy on sales invoice

Enterprise Management |
Version 12.0

November 2018

What's new?

Manufacturing Management



Enterprise Management |
Version 12.0

November 2018

sage

The new Non-Conformance capabilities allow organizations to implement continuous improvement programs by identifying issues, adjusting and then following up on previously identified issues.

Quality management –

- Non Conformance Management
- This will allow customers to reduce costs, improve customer experiences and drive quality and performance improvements across the board.

Production management –

- Mass replacement and deletion in Versioning
- Revisions - critical changes (add, update, remove) in versioning
- Weighing Scale improvements (Pharmaceutical compliancy)

What's new?

Manufacturing Management

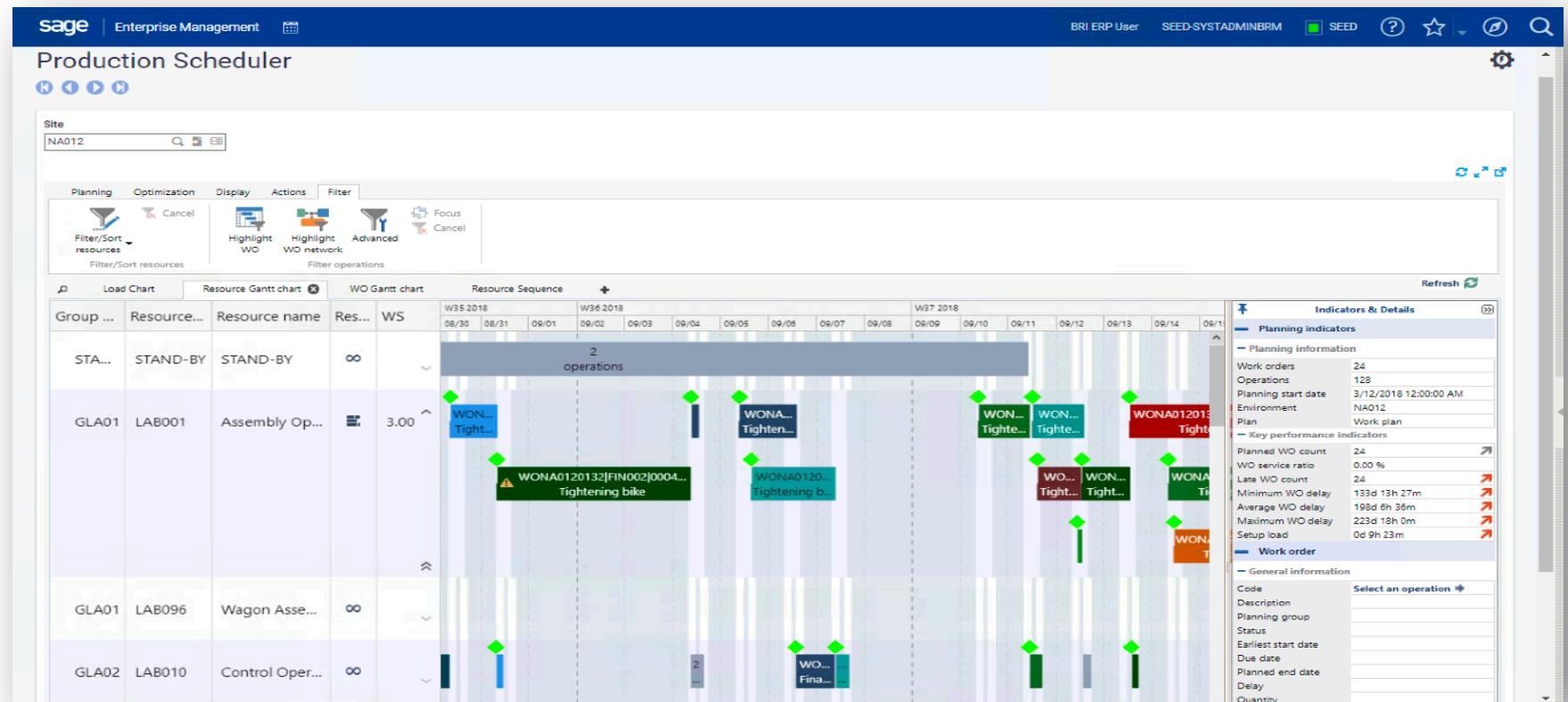


Enterprise Management |
Version 12.0

November 2018

sage

Production Scheduler enhancements focused on improved planning and visibility across the organization. Easily identify dependencies between work orders and raw material availability.



What's new?

Manufacturing Management



sage

Production Scheduler enhancements focused on improved planning and visibility across the organization. Easily identify dependencies between work orders and raw material availability.

Production Scheduler –

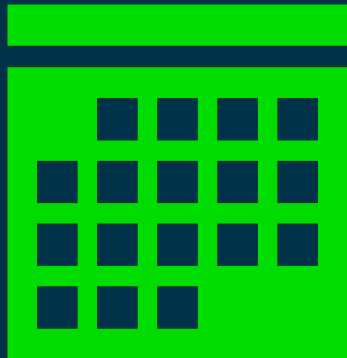
- Raw material availability
- Link between WO
- Custom planning view with new criteria
- Fix operation start date

Enterprise Management |
Version 12.0

November 2018

What's new?

Project Management



Enterprise Management |
Version 12.0

November 2018



Project Management (PJM) Enhancements focused on financial control, budget management and snapshot management. This allows for improved cost management and better control of project profitability.

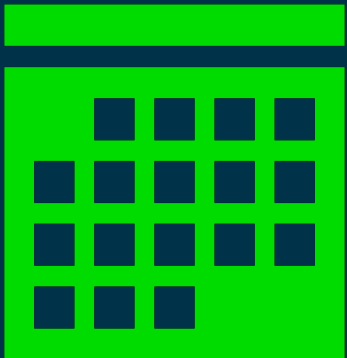
The screenshot displays the Sage Enterprise Management Project Management interface. The left sidebar shows a 'List of projects' with a search bar and a list of project entries. The main area is titled 'Project management' and shows details for a specific project (FR011). The 'FINANCIAL SITUATION' tab is active, displaying a table with columns for Budget Amount, Currency, Committed, Actual, Budget Qty, Unit, Committed Qty, and Actual Qty. The table shows data for USD, with a budget of 221,927.88 and actuals of 142,463.86. The 'REVENUES' tab is also visible, showing a table with columns for Total Revenue, Real Margin, %, Quoted, Ordered, Incoiced, Total Revenue (Qty), Budget Margin, and %. The table shows a total revenue of 189,025.60 and a real margin of -105,095.86.

Budget Amount	Currency	Committed	Actual	Budget Qty	Unit	Committed Qty	Actual Qty
221,927.88	USD	142,463.86	60,015.62	186	HR	274	26

Total Revenue	Real Margin	%	Quoted	Ordered	Incoiced	Total Revenue (Qty)	Budget Margin	%
189,025.60	-105,095.86	-55.60		189,025.60			-32,902.28	-17.41

What's new?

Project Management



Enterprise Management |
Version 12.0

November 2018



Project Management (PJM) Enhancements focused on financial control, budget management and snapshot management. This allows for improved cost management and better control of project profitability.

Financial Tracking –

- Multi projects consolidation in Financial overview
- Financial snapshot and comparison
- Global tree view of tasks and budgets assignments for a project

Project Planning –

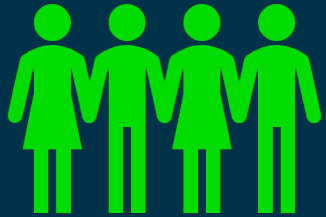
- Task dependencies / Task operation dependencies
- Project baseline snapshot
- Graphical timeline of the task planning

Reporting –

- KPIs (sales margin analysis, budgets, commitments...)

What's new?

HR & Payroll Management



Enterprise Management |
Version 12.0

November 2018



Enterprise Management HR & Payroll delivers comprehensive human resource management (HRM) and payroll capabilities in 26 countries.

Employee Self-service (ESS) –

- The new self-service functionality will allow employees to maintain personal information. Coupled with a powerful control centre, administrators will be able to track and manage changes.
- This feature is designed to not only delight casual users (employees) but also enable HR administrators to effectively track changes to employee data.

New leave/absence management engine –

- The new leave engine delivers world class leave and absence capabilities. This has been developed using highly performant and scalable open source technologies.

sage.com/enterprisemanagement