CONSULTING

Sage Business Partner

GROW YOUR BUSINESS WITH
X3 CONSULTING

# X3 CONSULTING

EVOLVING YOUR BUSINESS WITH TECHNOLOGY

Sage Business Partner

# Transform your business with X3 Consulting a trusted Sage business partner

## Helping you find the right solution for your business

Since 2011 we've been providing business transformation based around Sage X3 to a wide range of customers. Owned and managed by two hands-on, highly experienced business consultants we have established a delivery methodology which reduces cost and risk and increases change success. Our clients include manufacturers, professional services, wholesale & distribution as well as complex finance with 3rd party integrations. We're comfortable working on a national or an international front.

We're confident that by working together effectively we'll deliver significant operational and financial benefits to your business, as part of a Sage X3 deployment.

We have over 25 years of experience in implementing business management solutions and the expertise to help your business reach its goals.

> **"We needed a partner who can understand our regulatory needs and design an integrated finance solution which would alleviate the need to add more people as the business scales. Combined with a solid financial management application that could support those aims and X3 Consulting met this criteria."**

X3 CONSULTING

Sage Business Partner

# Understanding your business

We're successful because we take the time to establish your goals and build them in to the delivery process. We make sure we listen all the way and adapt the project model to keep your team engaged and onboard. Motivation is the key to it all. Whether establishing your needs, understanding your objectives or recognising your challenges we'll help you define a lean, operational platform capable of catering for them all.

By properly understanding your business processes, change goals and future plans we apply our broad experience and extensive skills enthusiastically in conjunction with your project team to maximise the project returns and ultimately system deliverables.

# Creating a successful partnership

We've been working with Sage almost all of our professional careers. It's what we do. And we do it well. Sage provide the business transformation tools, incorporating leading best practice principles, capable of meeting modern business demands.

It's the people within our business that can deliver a partnership for your long-term company success.

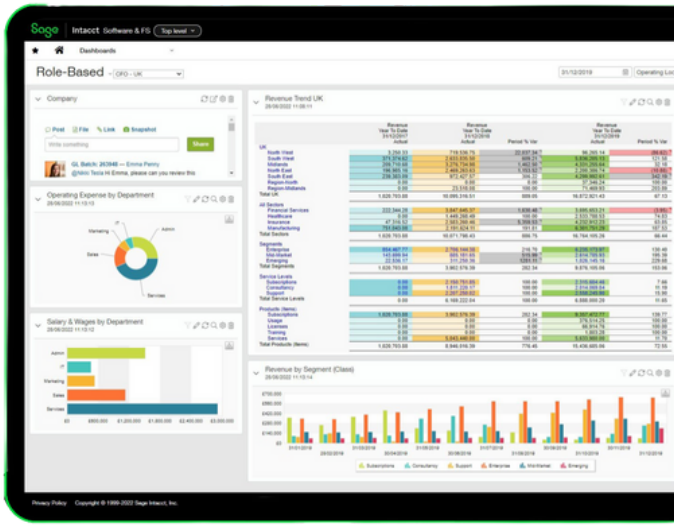
Every area of the business from Human Resources, Customer Relationship Management, Supply & Demand Management, Fulfilment, Finance, Stock, Production, Bar-code integration, Document Management, E-commerce integration and Customer Care are all capable of being delivered within the universe of Sage X3.

# Delivering success

## Sage is at the heart of everything we do but it doesn't stop there.

Our people have the experience and knowledge to take the core Sage solutions and build a technology platform defined by your business ambition and future growth.

We make your business our business! The X3C difference will benefit you as we combine our in-depth understanding of the Sage software, best practices and real-world experience with a drive to understand your current business and where you want it to be. This ensures we deliver the best solution for your business today and, by partnering with you, enable for your business needs in the future.




Our team are all very experienced consultants with many projects behind their respective belts including delivering for Sage's direct team as well as the Sage Plc Global X3 internal roll-out. Our scope of knowledge covers the Sage X3 suite and beyond.

Using our unique Trax3ion project management platform we provide a high degree of project control and visibility. From the outset all elements of the system information gathering process are digitised. This keeps one central record for all discoveries, one version of the truth and one point of reference.

Trax3ion automates the production of the Target Solution document (functional blueprint) and creates a pre-configured Sage X3 folder to match. This automation typically saves around 1/3 in this early project stage – both in cost and lapsed time.

Our EliteERP™ trained consultants provide an awesome service and excel at transferring knowledge on to your team so that they grow in confidence throughout the delivery process and take system ownership earlier in the project.

### Listen
We focus on listening to what your business needs.

### Understand
We combine an in-depth understanding of Sage software with the focus on your business and requirements.

### Deliver
We deliver a solution that meets your requirements.

### Support
From selection and throughout the lifetime of your system, we'll be there to support your needs.

# Project

Although we will operate to a shared plan we're here to complement your own services teams. Think of us as an extension to your team, here to achieve the same objectives and goals you are.

Tight project control via Trax3ion keeps you and your team in touch with phase and milestone progress. Our PRINCE2 qualified Project Managers will guide you and your team on the journey, whilst focusing our resources where they're needed most.

All of this with complete assurance that your project is in safe hands. Where-ever possible we'll plan around your busy periods to reduce the pressure internally and ensure the existing business sees as little impact as possible.

We're always refining our project approach as we continue to search for ways to improve our customer service model.

### SEE CLEARLY

View critical business data in one central location

### IMPROVE PERFORMANCE

Make decisions in real-time and plan for the future

### ERP COLLABORATION TOOL

Save hours with online scoping from Trax3ion

### SAGE CERTIFIED PARTNER

Experienced and trained ERP consultants

# Excellence

Everything we do at X3 Consulting is geared to giving the highest possible customer service at all times. We're very proud of what we've achieved and we're confident in our product and people.

We're always challenging ourselves to produce an even higher level of service and remain committed to making sure we add value, efficiency, flexibility and profitability to your business.

Find out more about us, EliteERP and Sage software solutions by visiting our website.

"The X3 Consulting team are very knowledgeable with extensive implementation experience."

# Products and services

As a trusted Sage partner, we specialise in Sage ERP software and products that expand Sage's core functionality. We have extensive, multi-sector experience, and are ideally positioned to handle the needs of all types of businesses – from SMEs, through to large multinational organisations.

With a complete ecosystem of integrated and related products to expand the core offering out to every element of your business choosing Sage software as the single platform for your company's future couldn't be simpler.

## TAKE CONTROL OF YOUR ENTIRE BUSINESS, FROM SUPPLY CHAIN TO SALES WITH SAGE SOFTWARE

### Sage products:

#### SAGE X3

– 50+ employees

– Turnover £20m+

Gain competitive edge with a cloud based business management solution that's fast, intuitive and in use in over 80 countries by over 6,000 customers. With comprehensive finance, supply chain and manufacturing management functionality as standard and over 18 different industry verticals you will benefit from modern technology and in-depth reporting and analytics.

KEY INDUSTRIES

Corporate Groups, Distribution, Manufacturing, Process Manufacturing, Chemicals, Food & Beverage and Services.

#### SAGE INTACCT

– 20+ employees

– Turnover £3m+

Multi-award winning Sage Intacct's flexible and configurable, modular cloud financial management platform, is built on a true cloud foundation. Modern AI capabilities reduce your day to day processing effort leaving you more time to be in control. With over 15,000 customers and available in 5 countries this is the market leader in finance software with excellent integration capabilities as standard.

KEY INDUSTRIES

Service based industries including Professional services, Finance, Insurance, Non-profit and Healthcare.

# Sage Intacct

## Built for finance, by finance

As a best-in-class financial management solution, Sage Intacct provides a simple and flexible open API to dozens of related solutions like Salesforce, Expensify, Kimble and many more. With easy connection and integrations with other solutions, Sage Intacct can fit to your exact industry and business needs.

## Powerful acounting capabilities

- Core financials
- dashboards and reporting
- advanced functionality
- Billing
- Platform

## KEY CAPABILITIES OF SAGE INTACCT:

### A best-in-class provider

Designed to accelerate your success—our cloud financial management platform delivers deep accounting capabilities across multiple industries and:

- Reduces time to close by up to 79%.
- Sees real-time reporting across hundreds of consolidated entities.
- Puts finance leaders in a position to drive more growth.

### Innovative features

The modular, true cloud financial management platform of Sage Intacct meets your business needs today and gives you the flexibility to easily add more functionality tomorrow.

With four major releases annually with an average of 50 new features per release for our customers, innovation is in our DnA, and industry analysts have named Sage Intacct as a “visionary” and a “leader”.

### True cloud flexibility

Keep your organisation agile with an open and configurable cloud accounting solution that lets you easily share data and connect multiple solutions, including Salesforce.

Sage Intacct handles 100m application requests per day, 1b API calls per month, and 50b+ financial records.

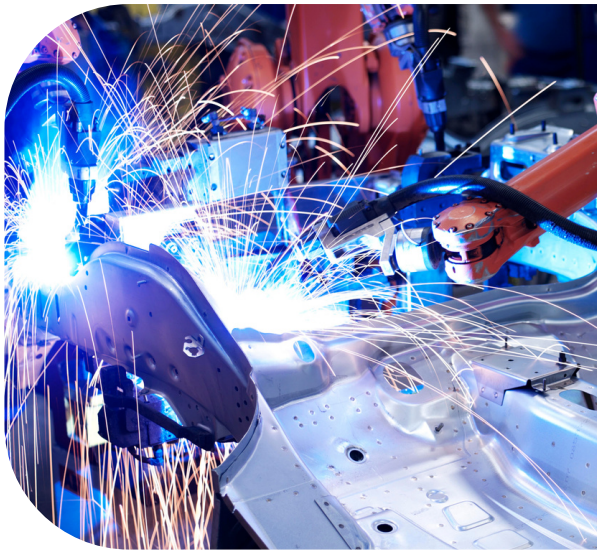
Your entire organisation can leverage intuitive systems that your global teams can learn and navigate with ease.

# Sage X3 for Manufacturing

## Find out how investing in technology can solve today's manufacturer's challenges

Sage X3 Manufacturing manages your entire manufacturing operation faster and more effectively - from procurement and scheduling to shop floor, inventory, sales, and financials - and provides better insight on quality and costs to promote strategic collaboration and improve operational efficiency.

## Powerful capabilities for manufacturing



- Production management methods by job, order, or inventory
- Automated finite capacity planning
- Extensive lot, sub-lot, and serial number traceability
- Flexible work order release management capabilities
- Bill of materials management with a component by date
- Product configurator, options, and variants

## KEY CAPABILITIES OF SAGE X3 SOFTWARE:

### Satisfy

Increase customer satisfaction by accelerating the response to their enquiries and requests with accurate product costing, availability and pricing.

### Control

Optimise your processes by gaining real-time control over work order details, and deeper insights into your production costs.

### Comply

Ensure that products meet or exceed the high standards of your customers and adapt to compliance requirements.

### Support

Manage customer care, warranty, and service orders as part of your core processes and improve traceability.

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Accelerate process cycles

Reduce stock volumes

Reduce shipping overheads

Negotiate better supplier rates

# Sage X3 for Distribution

## Find out how investing in technology can solve today's distributor challenges

From procurement and warehousing to sales and financials, Sage X3 provides the visibility and control you need to manage your distribution enterprise faster, whether you operate domestically or abroad. Now you can get better insight into costs and margins while enabling a mobile sales force.

## Powerful capabilities for distribution

- Fully integrated distribution functions
- Global sourcing, importing/exporting and inventory management
- Supplier exchange monitoring to ensure quality and compliance
- Real-time monitoring and inventory optimisation
- Native mobile apps for sales and purchasing

## KEY CAPABILITIES OF SAGE X3 SOFTWARE:

### Supply chain

Improve real-time visibility across the global supply chain to ensure transparency for all stakeholders–from suppliers to customers.

### Warehouse and inventory

Understand all aspects of your inventory, product profitability, order to cash, and warehouse operations so you can stock, pick, and fulfil orders more efficiently.

### Operations

Optimise purchasing decisions, margins and manage supplier quality and performance.

### Mobility

Empower a mobile sales force with visibility into customers, stocks, past purchases, quotes, and promotions through any connected device.

### Sales and marketing

Manage sales force assignments with ease and track corresponding targets and commissions.

# Services

X3 Consulting have worked closely with Sage for many years, supplying a range of software solutions to businesses of all sizes throughout the UK and overseas. The secret of a successful project is having a partner who can craft and design a solution that befits the business. The service element is central to the chances of achieving your project and business goals.

We have a full range of skills and services available as a Sage X3 and Sage Intacct Business Partner to ensure that you and your team feel supported through the journey. You'll benefit from expert advice, training and support from day one.

**Financial Management**
Budgets and accounting
Fixed assets
Financial reporting dashboards

**Supply Chain Management**
Purchasing
Inventory and warehousing
Sales
Customer service

**Production Management**
BoM and production planning Shop floor control
Quality control non-conformance

**Project Management**
Project definition Project execution Time sheet
Financial tracking

## OUR SERVICES

HEALTH CHECK

SAGE IMPLEMENTATION

SAGE UPGRADE

ERP RESCUE

SAGE SUPPORT

X3 Consulting can help you manage your business using Sage Business Cloud X3, reducing operational costs across a global scale

CONSULTING

Sage Business Partner

# Serving our customers

## Business Analysis

Introducing Trax3ion, specifically created for business partners and professional service consultants. It is a completely new way to automate the creation of Enterprise Management folders during the initial stages of project implementation.

Trax3ion can be used for ERP Automation, Sage EM, X3, Intacct, Microsoft Dynamics Automation and SAP Automation.

## ERP Migration

Achieve greater growth, easier change management and quicker payback with Sage's hybrid and cloud ERP solutions. Get started on your strategy today.

Many businesses that have started out on Sage 50, Sage 200, Sage Live, Sage 300, Sage Line 500 or Sage Accpac and know that as they grow the software grows with them. They also know that if they outgrow one Sage product there is another in the portfolio they can migrate to.

## ERP Implementation

ERP Implementation is one of the most challenging phases of the ERP project for almost every customer. 55% to 75% of all ERP projects fail to meet their objectives due to poor implementation.

It's the point at which there's no turning back so you have to be sure that the Sage implementation partner you're working with is capable of delivering what you need, when you need it and at the right price.

## ERP Rescue

Here at X3 Consulting we have the unenviable position of having been the go-to partner for the Sage community over the years. Largely, this is because we have a flexible and adaptive attitude to projects, which is focused more on the "what" and less on the "why". Once we have a clear mandate on the requirements through our business analysis consultancy we can produce a plan, which will position the right outcome at the heart of the process.

Over the last 10 years we've been called in by many of the well-established Sage partners and even by Sage themselves to assist with projects that have gone wrong.

## Sage Support

We believe you should receive the Sage support service your business needs and in the manner in which your business needs it. Every X3 Consulting project implementation develops a support charter as a key element in the run up to going live.

This allows you to obtain a tailored Sage support service, accessible through many different communication channels. The X3 Consulting Sage support service is closely monitored, utilising the latest technology, to provide a rapid response. We're able to track and monitor all calls right through to a successful resolution.

## HealthCheck

HealthCheck is intended to address issues with Sage Business Cloud X3 performance, product usability or functional setup. Using HealthCheck you will receive a full report detailing all aspects of your Sage software and hardware.

HealthCheck is a specially designed application allowing you to verify at any point in time over 50 different elements of your Sage system.

Our experienced consultants look for legacy system weaknesses, identify potential gaps in employee knowledge, and provide proactive fixes before serious problems arise.

# CONTACT US

Take control of your entire business from supply chain to sales with Sage software and X3 Consulting.

ERP software implementation & migration.

X3 Consulting are trusted Sage business partners specialising in ERP software implementation & migration.

Telephone: +44 (0) 845 094 3885

Email: intacct@x3consulting.com

Web: www.x3consulting.com

Address: 20-22 Wenlock Road,
London, N1 7GU

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