Sage Operations Management

Gain control and increase profitability

By adding Sage Operations Management to their existing Sage 100cloud financial management solution, customers will have an automated workhorse to manage and track the complete job lifecycle of everything they produce, giving them the control and insight needed to be able to meet customer and business needs, fast. Manufacturers would struggle to meet without integrated systems, widespread automation of processes and a centralized system.

Benefits

•Save time and gain control - manage each element of the job end to end with tracking tools that cover the entire job lifecycle. Reduce the time you spend managing projects and automate manual processes

• Improve visibility - make smarter, more timely decisions with real-time, centralized data, including where there are cost overruns. Add Enhanced Scheduling to easily prioritize jobs

• Improve customer experience – provide accurate delivery dates and estimates and ensure you have the supplies you need to meet demand. Add Product Configurator to customize products according to need and produce custom estimates

• Reduce costs – understand the cost of items, including those that are customized, so that quotes drive profitability

Sage

Key benefits

Estimating

• Reuse past quotes to speed up the creation of new ones
• Combine bills of material, routings, labor, and contracted services to create a detailed cost roll-up
• Save time with automatic material costs to reflect the most recent purchases

Sales Orders and Work Tickets

• Generate detailed work tickets automatically
• Check material availability before release
• Attach product documentation and procedures specific to the job

Job Planning

• Verify quote accuracy before production starts
• Determine material availability
• Notify purchasing of shortages
• Check production schedules
• Easily track original versus revised estimates

Purchasing

• Create a dynamic to-do list
• Consolidate purchasing requirements
• Base purchase recommendations on re-order points and minimum order quantities
• Automatically generate purchase orders
• Optimize cash flow by reducing excess inventory levels

Costing and Tracking

• Know the status of projects at any given time
• See current costs in real time
• Analyze profitability based on remaining cost projections
• Be alerted to potential cost overruns while in production

Data Collection

• Quickly and easily issue parts to the job
• Reduce errors and streamline data entry with the bar-coding feature
• Eliminate manual data entry with flexible time-entry capabilities
• Automate overtime calculations and allocation to work tickets

Easy Customization

• Customers can add Product Configurator to Sage Operations Management, to customize products easily and maintain profitability
• Customize quickly with a graphical rules-based selection wizard
• Automate bill of material and routing information
• Set up options-based pricing quickly and easily
• Reduce manual entry with smart part numbers that identify part's unique features
• See billing information from a dashboard

Enhanced Scheduling

• Customers can add Enhanced Scheduling to Sage Operations Management, to optimize job prioritization
• Quickly confirm capacity in real time
• See what's happening and what's projected into the future
• Watch for bottlenecks so you can take quick, corrective action
• Rethink scenarios with a what-if drag-and-drop capability

Market Context

Customers require increasing levels of customization and agility, along with the need for visibility and control across the supply chain, needs manufacturers would struggle to meet without integrated systems, widespread automation of processes and a centralized system. Without this
using manual processes, all while they could be spending time looking for ways to beat the competition and growing their business.

Target Organizations

Size: SMB with 20-200 employees <$50M annual revenues

Vertical: Discrete make to order manufacturers or construction

Ideal Customer:• No ERP system (relying on basic accounting software plus spreadsheets and unintegrated third party tools)
• Sage 100 only

Customer Problems
• Manual processes lead to a lack of agility in managing exceptions and making the most of opportunities
• Unable to provide accurate, reliable delivery estimates and quotes
• Lack of centralized visibility leads to waste of resources
• Unable to track costs of every item as and when required, impacting profitability
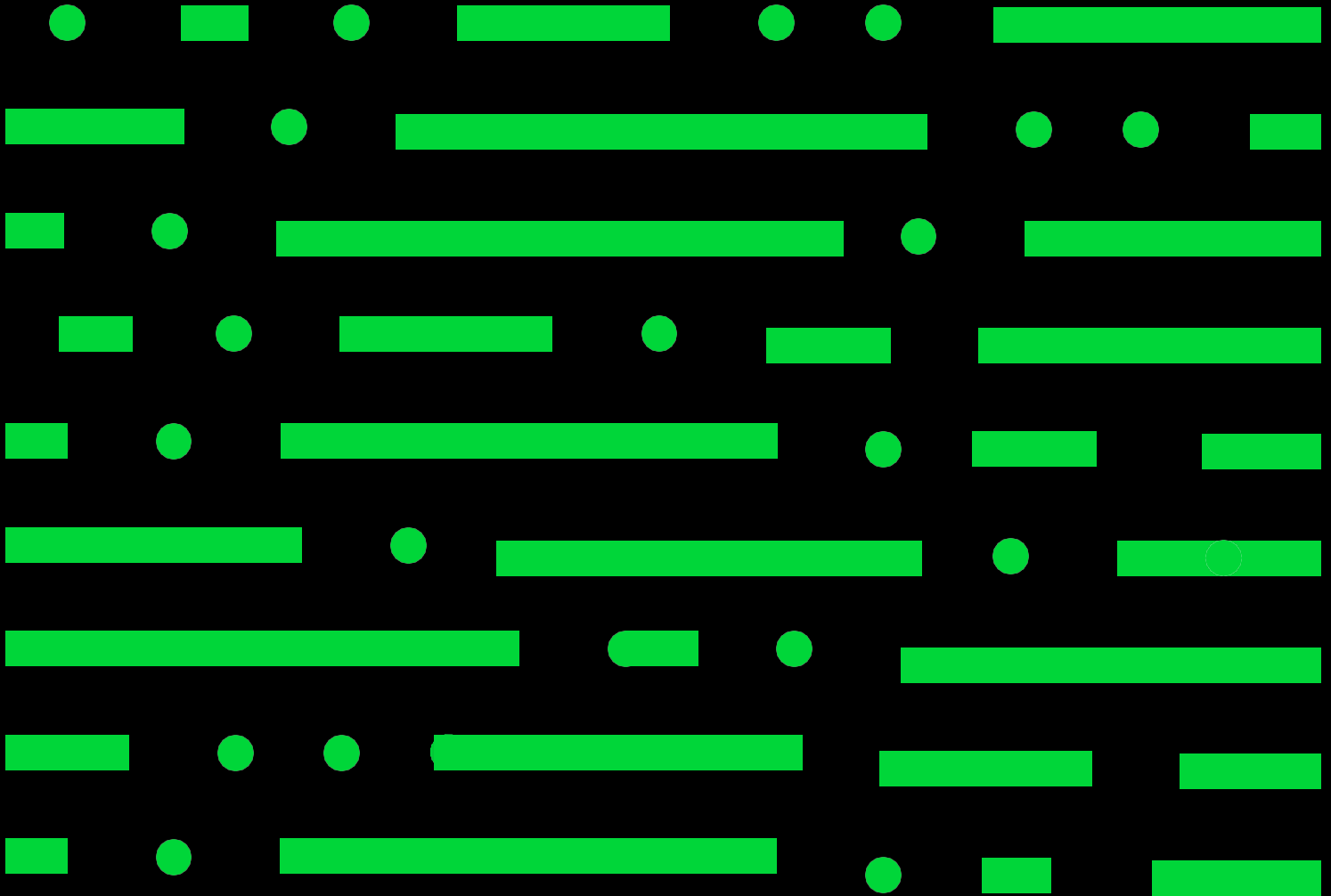
Testimonials

"What's really valuable is how quickly we can provide job estimates. It's so easy to make a piece of equipment that has the same features we sold to Customer XYZ but modify it for the needs of Customer ABC."
Mark Carter, IT Manager at SECOA

"The Sage Operations Management software minimizes the number of manual steps performed and, as a result, we can do more work with the same staff. By leveraging the software, we've been able to scale up to meet increased demand – with no growing pains."
Les Pope, Purchasing and Production Manager – Applied Recovery Systems