

# CONQUER

## YOUR DISTRIBUTION CHALLENGES

Looking for ways to overcome business challenges and increase profitability? We've identified a few key issues, potential solutions, and results to help you move forward with your business management decision. Soon you'll see that an investment in technology is an investment in the future.

### Challenge 1:

Integrating new technology with legacy systems for a comprehensive view of business.

#### Tech investment results



### Sage X3 solution

Sage X3 offers a complete view of your operations within one cohesive system—from purchasing to manufacturing, inventory to sales, and customer service to financial management.

*"One powerful reporting engine has replaced eight separate programmes."*

Mike DePasquale, group enterprise system manager,  
**Avon Rubber p.l.c.**

### Challenge 2:

Utilising mobile technology to bring efficiency to sales and customer service.

#### Tech investment results



### Sage X3 solution

Sage X3 automates business processes to shorten payment cycles and cash flow. Available on native mobile apps for both sales and service teams, Sage X3 gives you the ability to access data on mobile devices, check inventory, take customer orders, approve purchases, and view key performance indicators on the go.

*"Whenever we go to a meeting, we have access to the customer's data and the latest information in real time: the last products purchased, sales quotes, and pending invoices... Without doubt, it's one of the most powerful tools available in our organisation!"*

João Andrade, export sales manager,  
**Novarroz**



### Challenge 3:

Optimising inventory management and forecasting demand.

Tech  
investment  
results



### Sage X3 solution

With end-to-end supplier management and product category management, you get real-time monitoring of inventory status—which leads to improved production planning through automation.

*"Through better projection and sales forecasting tools available in Sage X3, we've been able to reduce our inventory carrying costs by 30 percent."*

Rich Sade, vice president and COO,  
**S & S Hinge Company**



### Challenge 4:

Leveraging customer relationship management (CRM) to manage new sales opportunities.

Tech  
investment  
results



### Sage X3 solution

Making sales and customer service more efficient using mobile tech with integrated CRM, Sage X3 gives businesses the ability to collect, and react to business insights.

*"We can answer our customers' questions more quickly than before. Now we have all of the information our customers need at our fingertips, including freight quotes, product availability, volume pricing, order history, and tracking numbers."*

Barry Gertner, information systems director,  
**A.M. Leonard**



### Challenge 5:

A simple approach to analysing and connecting business insights for planning.

Tech  
investment  
results



### Sage X3 solution

Sage X3 offers a flexible—multi-ledger and multi-chart—accounting structure. With powerful business intelligence, real-time analytics and user defined dashboards, making decisions is now easier than ever.

*"We have access to the most current, most relevant data, enabling us to be proactive in our decision making. Sage X3 provides instant, real-time data on key metrics that drive everyday business decision making."*

John Babcock, CFO,  
**Satellite Industries**

<sup>1</sup>Sources: Statistics based on research by IDG Research Services on SBM and midsized distribution companies in North America.

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