Sage in numbers

FMS
THE SOLUTION YOU CAN TRUST

sage

MARKET

Global company with

12,000
colleagues

Market leader with over 30 years' presence in Asia

FINANCIALS

Recurring revenue of

£1,637m
*FY21 (full year)

Total revenue of **£1,778m***

Organic Recurring Revenue grew by 5.4%

Annualized Recurring Revenue grew by 7.7%

CUSTOMERS

Over **2 million**
Customers worldwide

Sage in Asia

CLOUD HYBRID ERP

sage 300cloud
+ **sage** CRM

WEB NATIVE ERP

sage X3

ISV SOLUTIONS

Over **20** ISV Partners

*Data from FY21 financial results

Sage X3 Highlights

Del Moral Congelados
Sage Customer

FY21 START WITH THE CUSTOMER

Sage X3
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 Amazon Web Services (AWS).
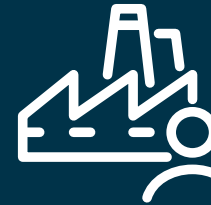
Customer first experiences

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.

FY 21 START WITH THE CUSTOMER

sage X3

A continuous functional enrichment

v12
Responsive Design | Logistics Unit | Non-conformance | Automated Bank Statement Import | Project Management – new capabilities | Revenue recognition | New Tax framework | Versioning management enhancements | Production Web Scheduling | Traceability by serial numbers | New Product Introduction | Bad Debt | Automated Data Collection …

v11
Mobility | Planification | Shop floor control | Project Management | Automated Bank Statement Import | Versioning management of Routings | Scheduled invoices | Pre-consolidation | Currency conversion - enhancements | Outbound Logistics management …

v7 v 8 v9
Multi-browsers | Mobility | Microsoft Office Integration | Advanced Search Engine | Document storage | Attachments | Collaboration spaces | Cash flow forecast | EDI | Warehouses | Inter-site flows enhancements | Sales quote document types | Landed Costs | Versioning management of Bills of Materials ...
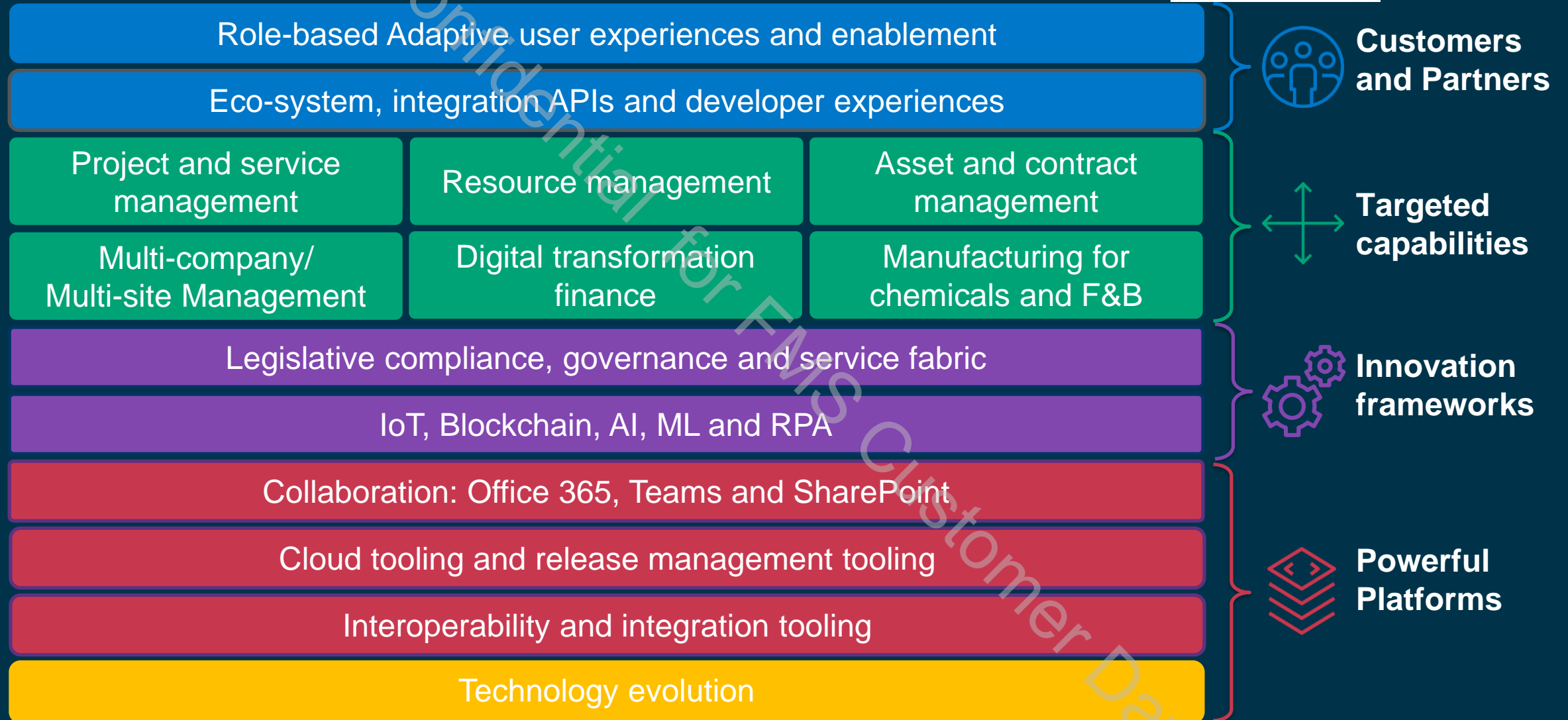
v6
Multi-legislation | Multi-Charts of Accounts | Reminder campaigns | Fixed Assets | Operating Budgets | Sub-contracting | Shipment preparations | Packing | Picking Order Delivery | Quality Control | Production Work In Progress …

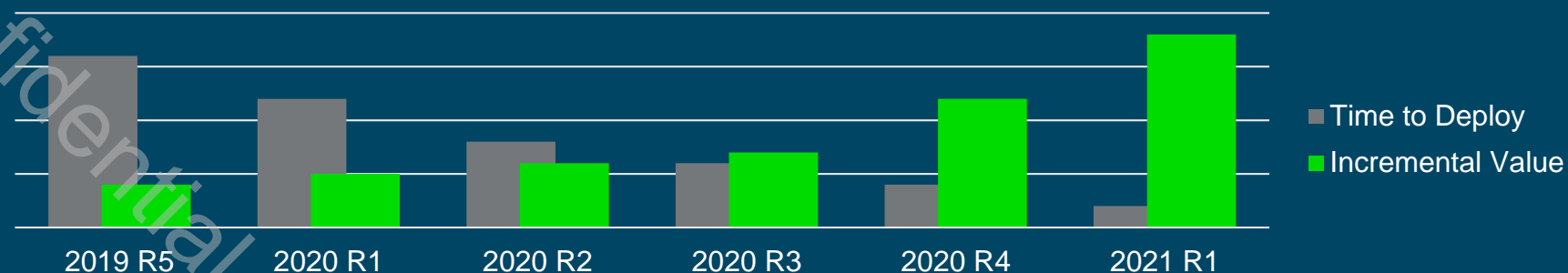For more information: support.X3Asia@sage.com
Or contact your vendor

Sage X3 | Development themes

Role-based Adaptive user experiences and enablement

Eco-system, integration APIs and developer experiences

Customers and Partners

Project and service management	Resource management	Asset and contract management
Multi-company/ Multi-site Management	Digital transformation finance	Manufacturing for chemicals and F&B

Targeted capabilities

Legislative compliance, governance and service fabric

IoT, Blockchain, AI, ML and RPA

Innovation frameworks

Collaboration: Office 365, Teams and SharePoint

Cloud tooling and release management tooling

Interoperability and integration tooling

Technology evolution

Powerful Platforms

Important notice: This presentation represents Sage's most current view of its product direction. However, any one of the release milestones and features are subject to change at any time without notice. None of the information should be interpreted as a commitment on the part of Sage.

Platform and performance innovation

Delivering incremental value and improved performance

Chart legend:
- Time to Deploy (grey)
- Incremental Value (green)

Categories: 2019 R5 | 2020 R1 | 2020 R2 | 2020 R3 | 2020 R4 | 2021 R1

	2019 R5	2020 R1	2020 R2	2020 R3	2020 R4	2021 R1
Customization and tailoring	Cumulative patching	Patch tester	Patch finder	ATP platform	Customization analyzer	Delta patching
Performance and security	Security fixes	Proactive security threat analysis	Log tools enhancement	HA support	IOBENCH tool	Database updates and performance enhancements
Ensuring technical compliance	Flash technology replacement	SQL Server	Node.js	Elastic search		MongoDB
Powerful Integration platforms			GraphQL APIs enablement			

FY21 START WITH THE CUSTOMER

# Sage X3 | 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
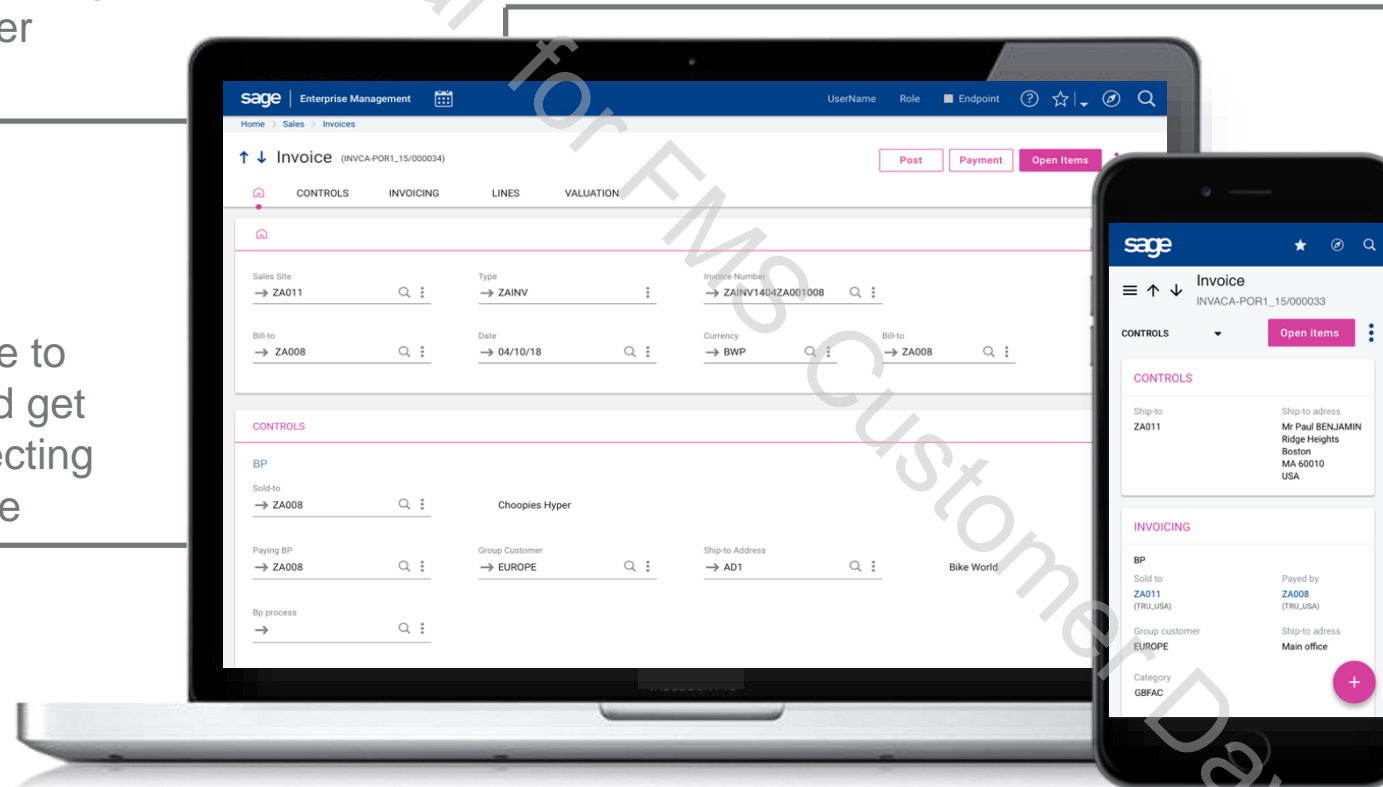
Sage X3 Automated Test Platform (ATP)

> "It's intuitive, easy to learn and use… We're confident that the Automated Test Platform will make a difference – save time and improve quality"

Intelligent automated testing platform

Quickly upgrade with confidence and complete accuracy

Out-of-the-box content allowing for rapid adoption
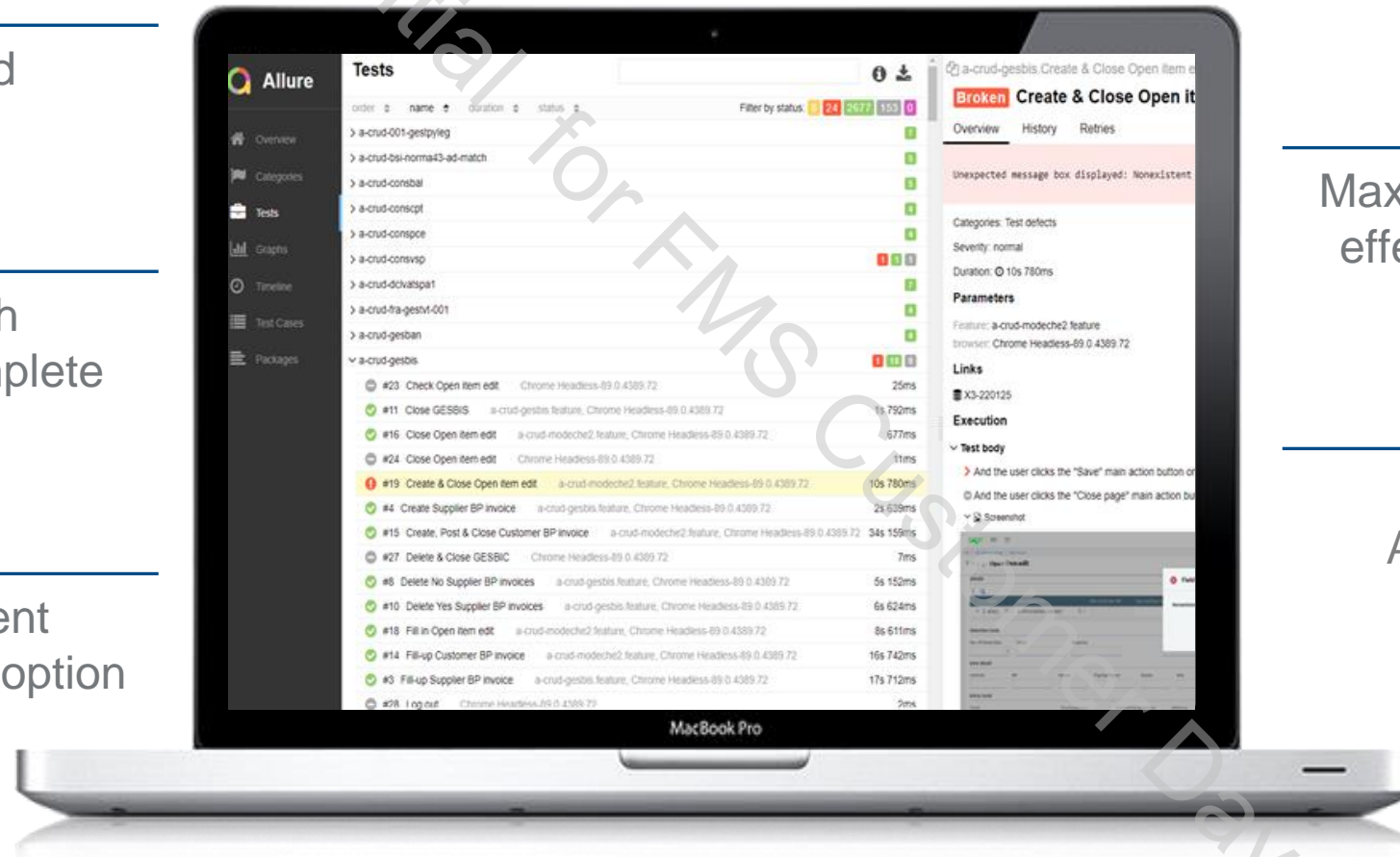
Maximise efficiency and effectiveness of testing

Script, Run, Report, Analyze and Archive

Sage X3 Roadmap

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Product Roadmap | Sage X3

2021 R2 - Jun

Finance
- VAT Framework – Posting
- VAT Framework – Inquiry
- Conversion variance (Triangulation)

Compliance
- [IE] and [CA] Legislation packs
- Sales Invoices Framework

Distribution
- NEW ADC for Distribution – Move internally / Issues

Project Management
- Performance enhancements for cost structure and tasks planning
- Weekly timesheet project - Direct time entry on a category

Manufacturing
- Product Design (NPI) – Release to production of new BOMs
- Trial Kitting
- Product set-up matrix, including integration with Web Scheduling

Platform & Integration capabilities
- Node.js 12.0
- Patching utilities enhancement
- High availability on print server
- Runtime engine optimization
- Predefined clustered indexes
- Data Hub integration (Step 1)
- Office 2019 plugin validation

2021 R3 - Sep

Finance
- VAT Framework - Improvements
- Bad debts +
- Query APIs

Compliance
- [CA] Legislation pack +
- Sales Invoices Framework Rollout

Distribution
- NEW ADC for Distribution – Stock count / Transfers / LPN transactions
- Read APIs for Inventory
- Container object as per Purchase shipment : performance

Project Management
- Time billing
- Copy times for a given week from a reference week

Manufacturing
- Product Design / NPI – Prototype management
- Trial kitting enhancements
- Product set-up matrix enhancements

Platform & Integration capabilities
- Linux RedHat 8.3 compliance
- Sage provisioning portal EAP
- Print server multi-instance
- Supervisor performance – caching
- Import/export validation performance
- Predefined clustered indexes
- GraphQL API enablement
- Improve log tooling
- Troubleshooting tools (Step 1)
- Security – service whitelist

2021 R4 - Dec

Finance
- Tax Framework – Matching
- Query and mutation APIs

Compliance
- Down payments (advance invoice) – Sales
- Sales Invoices Framework Rollout

Distribution
- Advanced Putaway
- NEW ADC for Distribution – Advanced Putaway /Fast picking / Enhancements
- APIs for e-commerce
- Manage credit notes on scheduled invoices

Project Management
- Multi-projects Billing center
- Time billing for projects
- Weekly time sheet-activity template

Manufacturing
- APIs for barcode scanning solutions integration
- NEW ADC for Manufacturing inventory transactions – WO tracking
- Web Scheduling, installation enhancements

Platform & Integration capabilities
- Node.js 14.0 (Syracuse server)
- MongoDB 4.4
- Replacement of Apache
- Patching (delta patching step 1)
- Predefined clustered indexes
- Sage provisioning portal partners
- Visual processes enhancement
- Troubleshooting tool (Step 2)

2022 R1 - Mar

Finance
- Tax Framework – Improvements
- Query and mutation APIs

Compliance
- Down payment (Advance invoice)

Distribution
- Advanced Picking operations – Wave picking / Zone picking
- Shipment management
- NEW ADC Distribution – Wave picking / Zone picking

Project Management
- UX improvement
- APIs for Planning

Manufacturing
- APIs for barcode scanning and scheduling solutions integration
- NEW ADC for Manufacturing inventory transactions – other transactions
- Web Scheduling – Integrate BOM & WO Materials

Platform & Integration capabilities
- Elastic search 7.12
- Patching (delta patching step 2)
- Security enhancements step 1
- Additional data integration templates
- Data Hub integration step 2
- Troubleshooting tools step 3

2022 R2 - Jun

Finance
- Sage Bank feed integration
- Tax Framework – Currency
- Query and mutation APIs

Compliance
- [FR] Inbound B2B electronic invoice

Distribution
- Advanced Picking operations – Batch picking / Cluster picking
- NEW Automated Data Collection for Distribution – Batch picking
- APIs for CRM
- API for supplier invoice

Project Management
- Recurring billing and contract management
- APIs for Time sheet

Manufacturing
- APIs for scheduling solutions and MES integration
- NEW ADC for Shop Floor Tracking
- Product Design / NPI – Revision management
- Web Scheduling – Integrate Inventory & Purchase Orders

Platform & Integration capabilities
- Patching (delta patching step 3)
- Security enhancements step 2
- Advanced archiving

Automated Data Collection (ADC) - Highlights

In 2021 R2, David and his colleagues can enjoy 7 transactions and 4 inquiries for the Distribution including:

Receipt

- Putaway
- View purchase orders to receive
- View purchase order
- Purchase receipt

Stock control

- Stock change
- Location reordering
- Stock by location
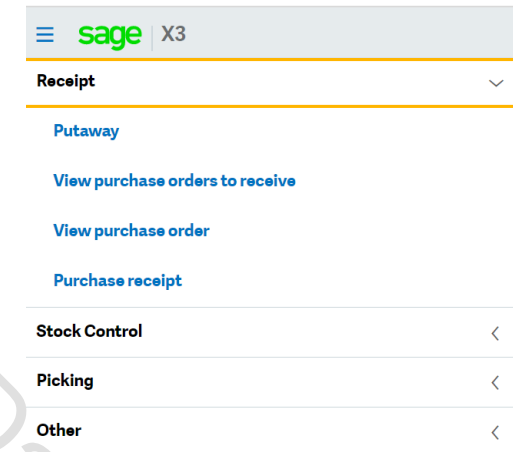- Stock by product-site
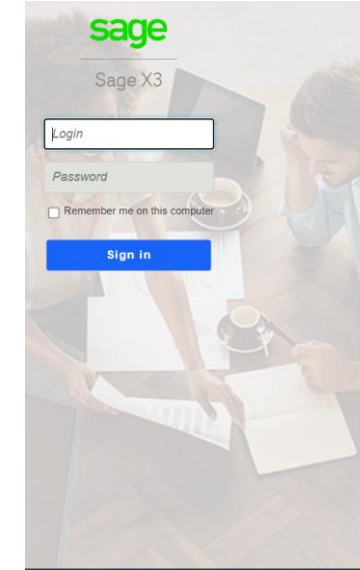
Picking

- Pick ticket

Other

- Miscellaneous issue
- Miscellaneous receipt

Device compatibility
- Zebra MC 33xx
- MC 93xx

Android OS and 2D imager scanning 1D & 2D codes (Barcode, QR code and Datamatrix simple code)
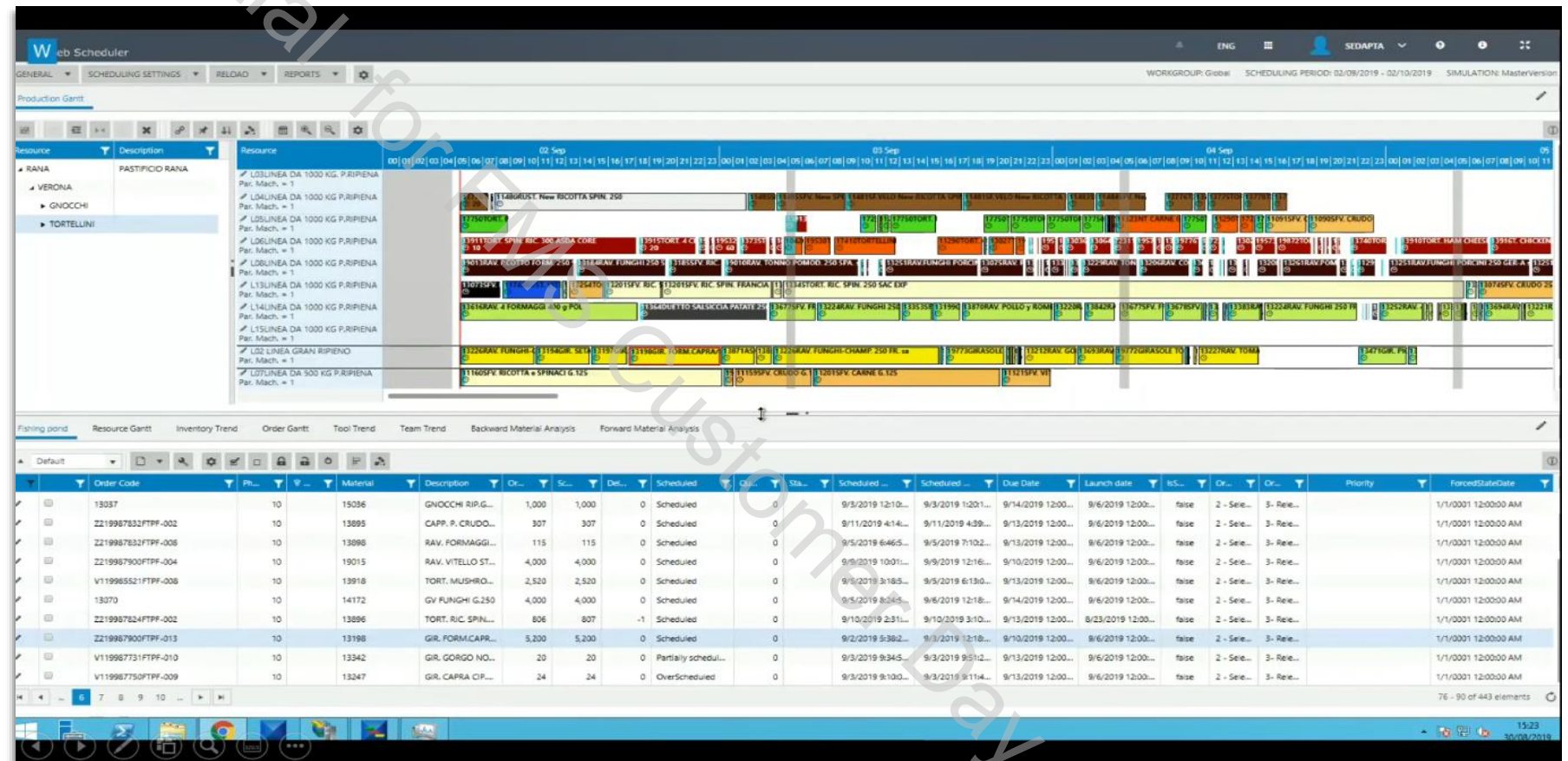
What's new?

Web Scheduling

Web Scheduling delivers a web-based and in-memory multi simulation tool that integrate seamlessly to Sage X3. It works with real time reporting that helps planner simulate dynamic modifications in graphical manner.

Thank you

FY 21 START WITH THE CUSTOMER