



## Sage ERP Accpac for Warehousing and Logistics

Solving local needs in the Warehousing  
and Logistics Industries

**sage**

## Introduction

When your warehouse and logistics processes are operating at peak efficiency, there's a domino effect that can be felt all the way through your enterprise. Your employees are empowered and encouraged by their increased productivity, control of inventory, and the accuracy of deliveries. Your customers notice the quality of your service and are impressed by your quick and accurate order fulfillment. And you?

With loyal employees and customers and total control over your costs, processes, and inventory, you're in a better position than ever to take your business to the next level of success. To get the domino effect working for you, start with a powerful, accounting and business application platform such as Sage ERP Accpac that easily integrates financial management, distribution, costing, service management, EDI, business intelligence, eCommerce, warehousing and customer relationship management.

Accpac for Warehousing and Logistics, which comprises Sage Accpac ERP, Sage CRM, and Accellos One Warehouse, offers organisations a comprehensive, integrated, flexible, and cost-effective solution for their warehouses and distribution centres.

## What Sage Accpac ERP does for you Financials and Accounting

Sage ERP Accpac is an award-winning accounting and business management solution built on world-class architecture that provides the foundation for an integrated suite of end-to-end business management applications. Ultimately, it will become the solid financial backbone you need to leverage the investment your business has made in the operational side of the business.

With Accpac, you can create a perfect and lasting fit for your business by implementing only the modules you need today, then building out your financial system over time by adding more Accpac modules when the time is right.

## Relationship & Business Process Management

Not all transactions with your customers and suppliers are financially driven. Managing your business processes in addition to the relationship aspect of your business can often be more crucial and complex than managing the financial components. Sage CRM is an award-winning wireless and Internet-based CRM system that leverages the information already existing in your Accpac database to provide enterprise-wide access to vital customer, partner and prospect information.





It's the tight integration between Sage CRM and Sage Accpac ERP that enables everyone in your organisation – from sales and marketing to accounting and finance to warehousing and shipping – to work together, efficiently, in building profitable business relationships.

Orders move to accounting and the warehouse more quickly and accurately; customers receive products sooner; the company gets paid faster; sales people receive commission checks earlier; and customers receive higher levels of customer service.

### Order Entry

Accpac will manage the entire order process including fulfillment and raising back orders where needed, to minimise costs and maximise efficiency, for your business. It provides complete control over multiple price lists in multiple currencies along with a comprehensive discount matrix and authorisation layer. It also allows customers to order and transact via any channel including email, self service, credit card and EDI.

Price management is fundamental to a streamlined distribution environment. Stock items are presented in grid format for analysis across multiple variables as well as indepth views of mark ups, including indications of price fluctuations and additional costing methods. Accpac provides you and your management team with a full reference on historical sales data and effective dates for price lists to become active to assist with promotions or selling slow moving items.



## Intelligent Purchasing

Sage ERP Accpac Purchase Orders caters for requisition and order management and is enhanced by the Purchase Order Projections module. This control process allows you to manage and review total costs including landed costs in order to truly understand stock cost. It is crucial to understand the inventory investment versus customer service levels and how these are measured. Accpac also allows you to complete drill down on orders, inventory and purchases as well as creation of seasonal templates to be applied to the purchasing model.

## EDI

Electronic Data Interchange (EDI) solutions allow you to electronically exchange order, invoicing, and payment data with your customers and suppliers. It gives you the ability to send Advance Shipment Notes (ASN), which is often a requirement before shipping. More and more organisations are using their clout to require EDI capabilities of their trading partners, so the sooner you can get set up with a Sage EDI solution, the better.

## Service Management

Service Manager offers transport and logistics organisations a complete end-to-end business management tool. Your entire cycle – from sales and marketing through to quotations, route scheduling and costing – as well as complete fleet management and maintenance can all be accurately tracked and reported in a simple business intelligence layer.

## Warehouse Management System - One Warehouse

Sage's Development Partner of the Year in 2009 in the Australian New Zealand region was Accellos – a global provider of supply chain software solutions spanning logistics, warehouse, third party logistics, transportation and mobile fleet management. Over many years, this partnership has resulted in an industry-leading ERP and warehouse solution that is supported by strong out-of-the-box integration between the two core applications, providing customers with the best of both worlds. Accpac maintains order, product, customer and vendor data and downloads it to Accellos, while Accellos One Warehouse maintains inventory data and uploads it to Accpac.





## Key Functions and Benefits of our Integrated Solution:

- Receiving and Putaway – Inventory can be received by a purchase order, product or container. Multiple vendors per container are supported. Wave receiving allows individual receivers to process multiple purchase orders at the same time and multiple receivers to work on the same purchase order simultaneously.
- Kitting – Finished goods assembled from sub-component products may be built to stock, built to order, or simply picked as regular items. Kitting supports lot and serial visibility across the assembly process.
- Inventory Control – Stock is allocated and rotated according to rules you configure, such as size, lot, serial number, expiry date, velocity and so on. Replenishment functions ensure that inventory is always available to fill orders, while demand management tools reduce your reliance on safety stock and allow for just in time purchasing.
- Picking – Wave picking allows individual pickers to process several orders at a time and to pack products directly into final shipping cartons – all in a single pass through the warehouse. Multiple pickers can also work on a single order simultaneously.
- Shipping – Integration with your parcel shipping systems allows you to print compliant courier labels at any time during the fulfillment process. With a fully integrated shipping system, orders can be pre-rated and manifested before they are even released to the floor for picking.
- Label and Document Printing – Automatically print product labels, shipping labels, packsliips, bills of lading and other documentation in conformance with manufacturing and shipping standards.
- Order Management – Allows warehouse managers/supervisors to allocate orders according to predefined business criteria and distribute orders to pickers according to optimal staff workloads and picking strategies.

## Customers For Life

Sage has a long-term relationship with and commitment to the logistics and warehousing industry. Sage ERP Accpac demonstrates our close technology alignment and the intent to be an important part of our customers' business for many years to come. And our ongoing product development and clear migration path ensure that no matter what the size of your company, one of our business solutions is right for you.

## Support You Can Count On

For more information about Sage ERP Accpac, visit [www.sagebusiness.com.au](http://www.sagebusiness.com.au) or [www.sagebusiness.co.nz](http://www.sagebusiness.co.nz). Alternatively, please call 13 sage in Australia or 0800 904 409 in New Zealand; or contact your local Sage Business Partner.



**"The roll out is still evolving as we discover new aspects and functions in the solution as well as adding new modules. However, within three to four months of implementing the new system we were able to achieve fifty per cent growth in the business!"**

***Steve Cumper, Founder, Medshop.***



## About Sage Business Solutions

Sage Business Solutions is one of the leading suppliers of business management software and related products and services in Australia and New Zealand. Sage Business Solutions has an extensive suite of world-class CRM and ERP solutions designed to increase productivity, reduce costs and provide competitive advantage for large and small businesses ranging from enterprise with over 500 employees to single office/home office operations.

Sage Business Solutions is a subsidiary of The Sage Group plc, a leading international supplier of accounting and business management software for small to mid-sized businesses around the world. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and the Group now has 6.1 million customers and employs over 13,800 people worldwide.

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