

Sage Line 200 V2

Sage Line 200 provides the breadth and depth of functionality and application features that free you to focus on your business and achieve more at less cost. It's the business management system on which growing organisations can depend.

Sage Line 200 is a wide-ranging business management system that helps you maintain control throughout your business, from telesales to despatch, to credit management, increasing your profitability and improving your competitiveness. In distribution, it helps you to build profitable, long-term relationships with your customers, manage and strengthen your supplier network, and improve your management of stock-holdings.

Now, as part of Sage Enterprise Solutions' long-term commitment to product innovation, Sage Line 200 has been developed to offer even more of the capabilities you would normally find only in large-scale systems.

With the major new release of Sage Line 200, V2, medium-sized businesses have more ways to achieve tight control of their business, bringing benefits such as reduced cost and effort of system management and implementation, more effective use of eBusiness, and lower cost of ownership.

The new modules, functionality, management tools and systems features now available in V2 are outlined overleaf, but first a review of how Sage Line 200 supports growing organisations across their financial and distribution processes:

- Keeps you in control of your business with a complete and integrated range of finance and distribution modules
- Provides a single integrated package with a relational database and an open architecture to make finding and using information extremely easy
- Is complemented by a wide range of Application Program Interfaces, to enable straightforward customisation
- Has the flexibility to expand and scale up as your business grows, to support 24 concurrent users
- Allows optional business software and market-leading applications from both Sage Enterprise Solutions and its partners to be added
- Capitalises on Microsoft technology to combine a powerful database, ease of use and customisation to individual working preferences for greater productivity
- Fully integrates with Sage Web Enterprise to help you develop your eBusiness

Extend your business online

If you are planning to offer online ordering to customers or want to give mobile employees and business partners low-cost easy access to your business systems, you can capitalise on the ability of Sage Line 200 to link quickly and easily to the Sage Web Enterprise eBusiness solutions suite.

You will be able to draw on the huge business opportunities the internet offers with an integrated web-enabled business management system that seamlessly links transactions on the web with your back-office systems, so that your whole business is focused on delivering excellent service to your online customers.

Reduced cost and effort of system management and implementation

Rapid implementation means Sage Line 200 will be quickly up and running, giving you the fastest possible return on investment, with reduced cost of ownership following once the system is in place and working for your business.

At installation, an improved Forms Designer reduces implementation times and simplifies system management. The Import Utility converts data from Sage Line 50, Sage Line 100 and Sage Premier – in fact from any ODBC data source – for a smooth upgrade path.



New modules now available with Sage Line 200 V2

Greater support for credit management

The Credit Management module helps you improve cash flow by being fully in control of debt management.

- Integrates call management and open transaction enquiries
- Enables controllers to record call details and next actions, as well as immediately send reminder letters and statements
- Provides easily generated diaries and 'to-do' lists by credit controller
- Tracks promised payments

Order-taking in a telesales environment

Through Telesales, Sage Line 200 V2 now helps you sell more effectively to existing customers and prospects, by supporting incoming and/or proactive outgoing sales calls and giving easy access to both customer and company information.

- Improves productivity – operators/agents can modify order process and screen displays, build call diaries based on previous calls and customers' buying patterns, and keep track of lost orders
- Gives every support to up-sell and cross-sell based on customers' buying preferences
- Supports product pads based on predefined customer buying patterns and product aliases to enable ordering by product features such as size, colour and style
- Supports offers such as 'buy one, get one free' and special customer discounts

- Monitors order process workflow, to force management authorisation if an order is below a margin limit, if stock is not available or if the customer fails a credit check

Business Alerts

Business alerts can be configured to trap critical issues and deliver real-time management information by exception.

- Nominated employees, customers and partners can be alerted to keep them informed or prompt them to take action
- Alerts can be sent using your choice of eMail, mobile phone, fax, or PDA (personal digital assistant)

Effective job scheduling (Auto-Q)

With Auto-Q, reports and batch functions are automated, allowing scheduling for unattended execution, at any time of the day or night. A very simple user interface allows users with no programming skills to benefit from sophisticated task scheduling.

- Offloads administration and automates routine housekeeping tasks, while making optimum use of resources
- Templates can be set up for days of the week, weekend, month-end etc. with full calendar support

Support for Electronic Data Interchange (EDI)

Sage Line 200 now integrates with the most common EDI networks to enable you to send and receive an extensive range of business transactions.

- Enables the efficient transmission of data via EDI to efficiently automate transactions with customers and suppliers
- EDI In and EDI Out modules provide support for sending and receiving an extensive range of business transactions
- Full validation and automatic update in Sage Line 200

New functionality now available with Sage Line 200 V2

Capitalises on latest Microsoft technology

Sage Line 200 capitalises on Microsoft innovations and offers the familiar Microsoft look and feel for users. It has full support for Microsoft Windows 2000 and Microsoft SQL Server 2000, one of the latest .NET range of server products.

- Seamless integration with Microsoft front-office products through standard ODBC access
- Familiar Explorer-style menu structures
- An improved Database Tuning Wizard simplifies the task of maintaining the Microsoft SQL Server 2000 database, to give optimum performance at reduced cost

Enhanced client configurability

The extended GUI forms editor now supports the design of both screen and print forms, with GUI print forms editor for existing Microsoft users.

- Lowers costs and administrative overheads
- Provides an easy way to capture, store, print and use information

Improved purchasing efficiency and comprehensive management of purchase contracts

Sage Line 200 V2 assists your purchasing department to increase efficiency.

- Automatic three-way matching of invoices, GRNs and orders based on user-defined tolerances
- Extended analysis of price, quantity and exchange rate variances through to the General Ledger
- Comprehensive management of purchase contracts

Maximises the value of your supply chain

Helps you reduce costs by streamlining and unifying your supply chain.

- Fully supports supply chain options such as make or purchase to stock, and make, configure or purchase to order and just-in-time (JIT) stockless environments
- Flexible order capture methods include EDI, Telesales and interactive Web Sales

Improved usability

- Seventeen new drilldowns increase processing speeds and make the system even easier to use
- The Printer Wizard automatically configures network printers, thereby streamlining implementation and improving usability