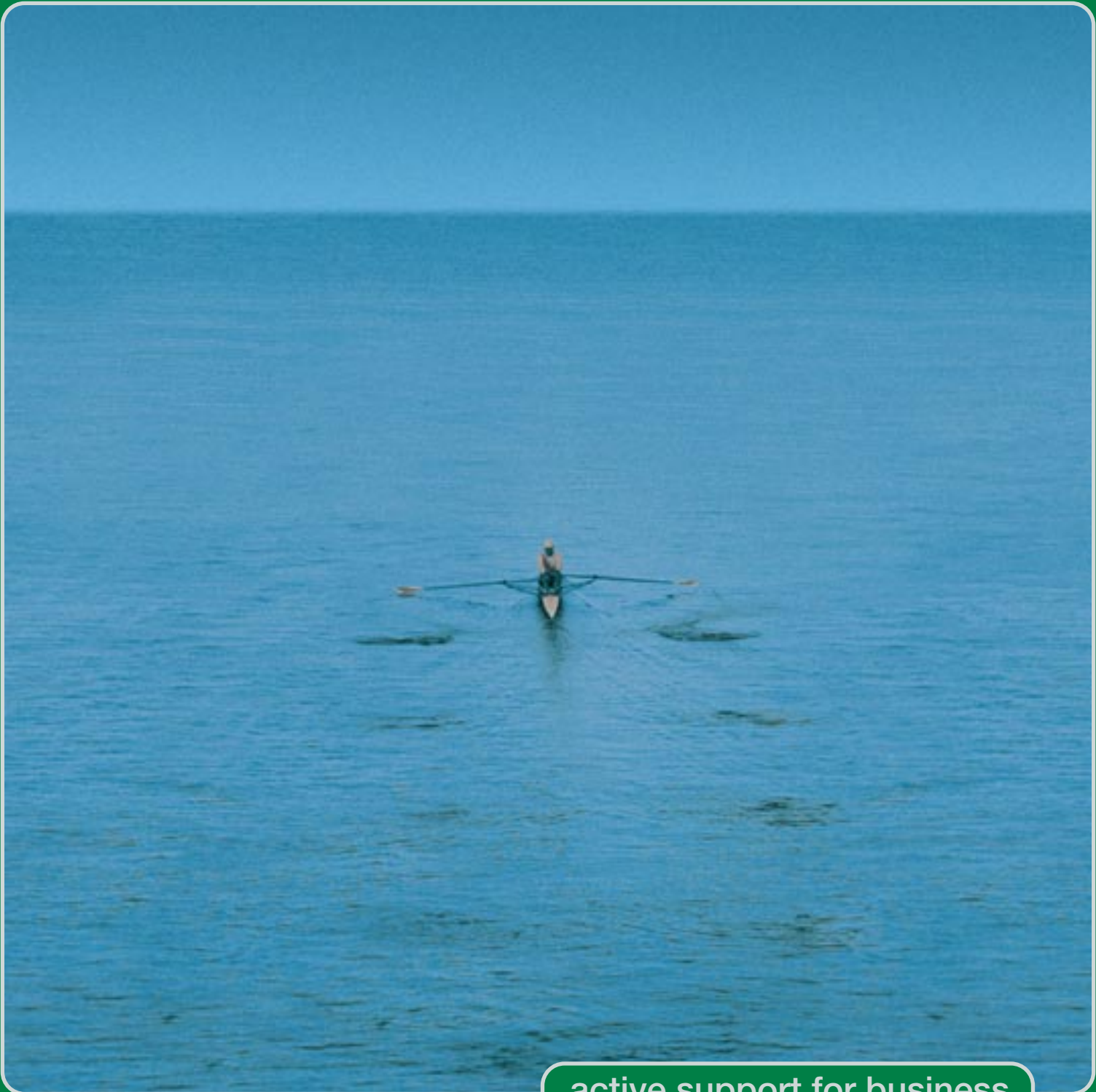




Enterprise Solutions

Sage Line 200



active support for business

Sage Line 200

Sage Line 200 is a fully web enabled and integrated solution for medium sized organisations. Based on the Windows NT/Windows 2000 operating systems Line 200 offers a range of financial, distribution and assemble/build to order modules, enabling an organisation to gain complete control and to share information across the business. The Line 200 package is scalable to meet the needs of your growing business and will provide a rapid return on investment, with fast implementation and ease of configuration.

Easy Integration with Web Technologies

The internet is presenting huge opportunities for businesses around the world to broaden market coverage, increase customer satisfaction and enhance communication. Line 200 offers easy and effective integration with web technology via the Web Enterprise suite of products. It operates with Microsoft and IBM e-business technologies and can enable your business to be online in weeks.

Sage Line 200, together with Web Enterprise, provides a total web enabled solution with a robust and seamless link between web transactions and the back office systems. With Web Sales, a company will benefit from a real-time means of transacting and creating value by connecting buyers with suppliers quickly and efficiently. Web Client provides a low cost, remote access solution for all system users, enabling full access to business information at any time through an internet browser.

With Sage Line 200 you can now take full advantage of the latest web technologies and benefit from extending your business processes online.



Sage Line 200 provides a number of key benefits:

Informed Decision Making

Line 200 allows you to standardize the management information throughout your organisation, providing enhanced decision-making capabilities through the use of accurate and timely data. It not only provides integrated information systems for the monitoring and control of day to day operations, but also a wealth of information to assist in longer term tactical and strategic planning. This information is stored in an open format, allowing almost any reporting or query tools to easily access any part of the business management system.



Visibility

Line 200 provides both financial control and immediate visibility of the organisation at all levels. Access is available to information, from the final consolidation through to the source transaction, using the extensive drill around facilities. External attachments such as spreadsheets, documents and web page addresses can be recorded against customers, suppliers and individual transactions, allowing Line 200 to become a central well-organised information repository.

On Line Information

Ensuring that information is literally at the end of your fingertips is essential when managing any organisation. With real time financial information from Line 200 it is possible to manage your finances proactively.

Line 200 Financials

Cost efficient Implementation

Businesses will benefit from a rapid implementation with Line 200. Through the use of configuration wizards and conversion routines, Line 200 can be installed and tailored cost effectively and efficiently.

Reporting for All

The Line 200 solution gives your organization powerful, flexible management reporting tools, enabling you to streamline your business and implement change. Seagate Crystal Reports is provided as the system reportwriter for Line 200. This market-leading desktop reporting and analysis tool allows the production of presentation-quality reports with flexible analysis and formatting to meet all of your reporting needs. Generating new reports is an easy process as you follow the step by step guidance. Reports are also available over an Intranet, so allowing easy access to all of your information across your company.

Depth of Functionality

With a complete range of modules and options Line 200 makes available an unrivalled depth of functionality in an integrated package. These can be configured to cater for all your financial and distribution needs.

Lower administrative Costs

Line 200 is a system that may be configured to meet the needs of your business today and into the future. The clear and concise screen and menu structure can be easily tailored and can, therefore, be quickly changed to meet the needs of each individual user. This ensures that data is handled much more efficiently.

Latest Technology

Line 200 operates on the latest Microsoft Windows and SQL server open technologies. This means your business will benefit from the latest high performance hardware and software platforms and Line 200 will interface easily with other software, whether they are desktop or back office applications. Also Line 200 will have the flexibility and scalability to ensure that your system grows as the business grows and the ability to easily integrate new technologies.

The Line 200 Financial modules offer a flexible financial management system ensuring control is maintained throughout the whole of your business. They provide the tools to increase your profitability across all areas of the organisation and improve your competitiveness, both in the short and the long term.

The key to financial planning is the integrity of the information held within your financial system. The ease of capture and access to information ensures that the process of financial planning becomes a routine activity, rather than a perpetual headache. With Line 200 it is possible to perform period and year-end close activities quickly, no matter how complex your organisation is. By being more effective in closing your books, it frees up more time to carry out valuable financial reporting and analysis.

The General Ledger

The General Ledger is the central repository for any organisation's financial information, providing a database for organisation wide transactions, that can be enquired upon and reported on in any number of ways. By accommodating the complete financial picture for your organisation, the General Ledger is essential to the integrated financial system and to the strategic decision making of the organisation.

The Data Repository

All financial transactions ultimately end up within the General Ledger. This facilitates access to on-line information to measure the pulse of the business, as well as providing the source for standard balance sheet and profit and loss reporting. The General Ledger has many reporting and enquiry features allowing fast data access to large transactional volumes.

Flexible Code Structure

A default view of the General Ledger is defined when creating the chart of Accounts. Pre-formatted trial balances and audit trails, in both detail and summary, are then immediately available.

Accounts Receivable

Accounts Receivable provides effective debt management, ensuring that cash flow is optimised and that an organisation's overall balance sheet remains healthy. It is simple to use, yet extremely flexible, having the ability to cope with a variety of customer requirements, whether a simple account or one with complex customer hierarchies. It manages sales and debtor activity, providing up to the minute information regarding aged debtor analysis.





Dynamic Sales Integration

When integrated with Sales Order Processing, Accounts Receivable ensures effective automated invoicing. It minimises data entry, reduces billing errors and allows focus on the resolution of individual queries, enabling organisations to be more proactive in their Customer Relationship Management activities.

Effective Debt Control

Debt control is simple but effective. With Line 200, the enquiries provided give easy access to transactional information, aged summary and any associated queries, all from a single screen. With the addition of the drill down and attachment facilities available, the credit controller can easily view the original sales order through to any associated documents.

Cash Control

Money management, focused on the effective control of cash flow is a basic premise of an Accounts Receivable system. Line 200 provides easy to use facilities to manage cash entry and allocation. Flexible cash entry methods are provided, with the ability to have separate cash receipts and allocation steps, or to have it contained in a single automated process. Full integration exists within the suite of financial modules, including cash management for bank reconciliation.

Comprehensive Customer Analysis

Accounts Receivable provides the ability to target customers effectively. Customer attributes and analysis codes are used throughout the Line 200 product, providing business drivers within Sales Order Processing for functions such as pricing and discounting.

Accounts Payable

Line 200 provides a sophisticated software product for handling an organisation's Accounts Payable, allowing you to have full control over cash flow, and immediate access to outstanding creditor information. Accounts Payable provides flexible authorisation control to meet the requirements of business processes. This can be utilised in conjunction with Purchase Order Processing for full invoice matching, or as a stand-alone financial function. Flexible and secure payment methods are supported with full integration to Cash Management for reconciliation.



Order Matching

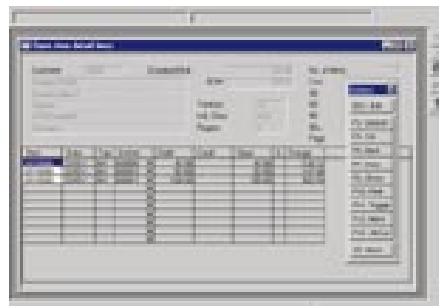
As part of the integrated Line 200 product suite, order matching is provided between registered Supplier Invoices and Purchase Orders, helping to maximise the accuracy and timeliness of settlement. Controls can be introduced, on an individual supplier basis, to ensure that correct business procedures are adhered to.

Comprehensive Supplier Details

The Accounts Payable supplier analysis provides the critical information required to ensure effective supplier management and development. The information entered against the supplier is used throughout the Line 200 suite, for example, to monitor supplier performance

Cash Management

With Cash Management, it is possible to keep up to date with your ever-changing bank balances, monitor cash flow accurately and make informed decisions about immediate expenditure. It allows you to monitor your organisation's financial exposure. Cash Management provides you with the ability to fully reconcile your system with information provided from your bank accounts, whether manual or electronic.



Line 200 Distribution

The Line 200 Distribution modules complement the Line 200 Financials by providing all the necessary integrated processes and information to enable delivery of high levels of customer service, maximising customer retention and helping build market share.

Inventory Control

Efficient Supply Chain Management must ensure that the supply of goods is tailored to fluctuations in demand. Inventory Control provides all the necessary tools and information to enable organisations to minimise their investment in stock and depot resources, whilst ensuring a high level of service.

Integrated Stock Management

Line 200 Inventory Control provides real time multi-site views of current and expected stock. Combining this with features such as Perpetual Inventory, location management, stock rotation, obsolescence and quality control, it enables enterprises to have real confidence in the execution of their stock management strategies. Real time views of stock disposition, and order management functions enable businesses to focus and capitalise on a lean logistics operation.

Customer Service at an Acceptable Cost

Inventory Control ensures accuracy in the quantity and value of stock and the cost of replenishing and holding it at any given time. Line 200 provides the capability to source products from stock, manufacture, purchase or transfer to order, with full visibility of current and forward orders. Tracking the progress of these orders is crucial in terms of responding to customer queries and quantifying achieved customer service levels.

Recording and Analysis of Movements

Inventory Control is able to monitor the movement of stock, down to individual batches and lots, within a centralised stock holding facility or across networked distribution centres. This provides a complete picture of demand and supply across the organisation.

Efficient Stock Replenishment

Line 200 provides replenishment based on either fixed re-order levels, or fixed re-order times, ensuring dynamic and responsive demand driven stock levels.

Delivering the Highest Quality

The quality of goods delivered to the end consumer is a major factor in the perceived level of customer service. Line 200 enables quality management and product tracking, right through from supplier to end consumer.



Sales Order Processing and Invoicing

Sales Order Processing and Invoicing within Line 200 is fully integrated with the Financial and Purchasing modules, to provide all the necessary tools and information to allow organisations to gain a competitive edge whilst delivering exceptional levels of customer service.

Delivery against Customer Expectations

Sales Order Processing encompasses a range of order methods, non-restrictive order size constraints, customer driven delivery times, goods packaged and labelled to customer specifications, and variable methods of payment. Sales Order Processing also provides all the necessary tools to measure service attainment levels.

Proactive Demand Management

Line 200 Schedule Orders capitalises on value added partnerships enabling suppliers to efficiently manage long term customer delivery contracts. By recording delivery commitments well in advance, enterprises can be proactive in matching their resources to demand, achieving longer term stability in their logistics planning activities.



Line 200 Options



Full Market Trend Analysis

Accurate and timely sales information is crucial, not only for the measurement of overall revenue and costs of sales, but also for evaluating market trends. Line 200 Invoicing and Sales Analysis functionality provides fast and efficient financial integration with Accounts Receivables and the General Ledger, together with a data warehouse that can be diced and sliced in numerous ways to meet specific business reporting needs.

Customer Focused Order Capture

Quotation and repeat order management provide a customer focused ordering activity, providing maximum flexibility through the pick and despatch cycle in either a 'business on account' or counter sale environment.



Flexible Pricing

Organisations have the option to implement customer classifications/groupings, gross list prices, net pricing or a combination of both. Short term promotional pricing can take precedence over blanket prices.

Analysis of Sales and Margin

Line 200 provides accurate cost of sales with full margin visibility. Integration with the General Ledger provides for sales revenue and cost of sale analysis by customer, warehouse, and product.

Purchase Order Processing

Collaboration and trust between manufacturers, distributors and their suppliers, is fundamental to building long-term value added partnerships. Line 200 Purchase Order Processing provides the necessary operational controls and management information in order to build Value Added relationships. True partnerships breed mutual benefits and high levels of supplier commitment in terms of price performance, lead time reliability, delivery commitment and product quality. These partnerships are key to synchronising supply with demand and achieving dependable Continuous Replenishment.

Pricing & Discounting Policy Management

Organisations often have a wide range of suppliers with whom they need to negotiate aggressive pricing policies according to their traded business volumes. Purchase Order Processing provides flexible pricing options, including the tracking of the latest supplier/product price and the use of supplier price lists.

Purchase Analysis

Purchasing provides for comprehensive order tracking and purchase analysis, enabling organisations to monitor business volumes and supplier/product trends.

Additional optional modules are

available, designed to further improve productivity by catering for specific business requirements. These modules fully integrate with the core financials and distribution module suite.

Web Sales

Web Sales provides an online, integrated web store that allows your customers to order goods and services anytime of the day or night. Web Sales provides tight integration between Line 200 and the eCommerce web site. This means that customers can use the Internet to dynamically browse product information, gain access to customer and product inventory information and create and track orders.

Web Client

The Web Client option provides a low cost, remote access solution for Line 200 users. Business information can be accessed using an internet browser through a central resource, thereby lowering administration costs.

Purchase Order Requisitioning

Target customer service levels, economies of scale and overall financial commitment are all factors that need to be built in to an efficient purchasing strategy. Line 200 Purchase Requisitioning provides comprehensive financial control over the purchasing process. Configurable requisition authorisation enables a hierarchical process that may involve requisition supervisors, buyers and budget controllers.

Costs are minimised by consolidating multiple requisitions for the same supplier into a single purchase order, ensuring an efficiently managed centralised purchasing operation. Purchasing commitment is tracked through to the General Ledger with real-time budget consumption built into the requisition authorisation process.



Job Costing

Job Costing provides you with an up-to-date picture of the expenditure and revenue associated with specific projects. Working with the Accounts Payable and Accounts Receivable.

Fixed Assets

Fixed Assets provides you with control over your assets and their depreciation. It can be used individually or as part of the procurement process with full integration to the General Ledger and template entry from Accounts Payable and Purchase Order Processing. You can record comprehensive information for each asset and any associated attachments to assist the management and tracking of these assets. The system has flexible depreciation methods to meet the requirements of both the commercial and public sectors.

Bills of Material

The ways by which component inventory items can be combined into a finished product are many and varied. Bills of Material are able to accommodate many types of parent component structure to reflect the simplest engineering bill or complex process formulae.

Works Order Processing

Works Order Processing provides real time information within the finished goods manufacturing process. Materials supply can be checked using trial kit prior to the commencement of build. All material movements incurred until completion of the order are immediately reflected in the cost per unit. On completion, costs are automatically moved back to inventory, and build variances are highlighted in the many production reports.

Payroll

With Payroll Management, Line 200 provides an up-to-date picture of the calculation of nett pay for employees. It is possible to keep track of employees' pay and deductions through to the end of the tax year.

BACS

The BACS module integrates your system automatically with the external banking community, saving you the time and cost of paper based systems. This module is fully integrated with the financial ledgers, and supports multiple payment media. Full security is maintained, including the support of passwords by BACSAFE or issued by your bank.

Line 200 Report writer

The Line 200 Report Writer is designed to supplement the standard reports that are available within Line 200. The data can be extracted from any Line 200 module and incorporated into a report. The layout of these reports can be tailored to meet your exact requirements with the reported output either printed or saved as a file.

Telesales

This facility will be useful in any order entry environment, but has been designed with the particular needs of companies who are taking large numbers of orders over the phone. The system maintains customer details such as contract details, call frequency and customer notes, to enable telesale operators to access and track the latest information and provide an efficient and personalised service.



GL Consolidation

By using the consolidation features, it is possible to merge all the financial information from all the independent operations within your company, no matter how diverse. It is easy to consolidate different business entities regardless of the calendars, currencies and charts of accounts they operate in.

Credit Management

Credit Management provides a centralised credit control function with an integrated transaction enquiry and call logging process. Full diary management is supported with automated 'target call' lists by credit controller. Call logging supports entry of free format text, cheque promise dates, adhoc generation of statements and reminder letters and simple cashflow forecasting.

APIs

The API toolkit provides componentised server interfaces to Line 200. The APIs have been designed specifically to cater for the integration of 3rd party client functionality with back-office processes, and are particularly useful for internet deployment of eBusiness functions. The APIs are available in logical groups of function, e.g. Finance, Sales, Procurement and Logistics, and come with comprehensive documentation which includes detailed specifications and recommended guidelines for use.

Job Scheduler (Auto-Q)

Auto-Q allows users to schedule batch processes, such as reports and background updates, which can be run at user specified times, instead of on-line. It relieves pressure on the system during office hours and allows period end procedures to be standardised.

Interfaces Utility (TetraLink)

TetraLink is a comprehensive and flexible tool that allows the import of data into Line 200 from other software products, such as spreadsheets and databases. Import definitions can be set up that specify how to import the data, save the import definition and use it when needed.

Sage Enterprise Solutions

Sage Enterprise Solutions is a market leader in developing web-enabled financial, distribution and manufacturing software solutions for mid range businesses.

Born from the acquisition of Tetra International by the Sage Group, Sage Enterprise Solutions plays an important role as part of the world's leading supplier of accounting and business management software. Sage Group plc is now an established FTSE 100 company with an unbroken track record of revenue and profits growth and has more than 2 million customers world wide.

Sage Enterprise Solutions has been at the forefront of new product development for over 20 years. The company has many years experience in successfully developing integrated financial, distribution and manufacturing software systems. Sage Enterprise Solutions now has 7,000 customers with sites in 80 countries, and installations ranging from 4 to over 1000 concurrent users.

Sage Enterprise Solutions products are targeted at medium-sized and larger businesses where requirements are for fully integrated and highly functional financial, distribution and manufacturing software which is also easy to install and use.

Sage Enterprise Solutions products are distributed through a comprehensive network of accredited reseller partners. All Sage Enterprise partners have a proven track record in the implementation and support of financial, manufacturing and distribution systems.

Sage Line 200 Modules

Financials

Core	General Ledger
	Cash Management
	Accounts Payable
	Accounts Receivable
Options	Fixed Assets
	Job Costing
	BACS
	Report Writer
	Payroll
	Credit Management
	GL Consolidation

Distribution

Core	Inventory Control
	Sales Order Entry
	Invoicing & Sales Analysis
	Purchase Order Processing
Options	Purchase Order Requisitioning
	Telesales
	Bills of Material
	Works Order Processing

Web Enterprise

Web Client
Web Sales
Web Portal
ASP

Infrastructure

Core	Crystal reports (single seat)
	Database Manager
	Form Designer
Options	APIs
	Report Writer
	Job Scheduler (AutoQ)
	Interfaces Utility (Tetralink)



Enterprise Solutions

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