

SAGE PFW

ERP Overview Brochure





## Financial Insights for Peak Performance and Profitability

### Global Presence, Local Service

Sage PFW comes to you from Sage Software, the world leader in providing powerful, easy-to-integrate business solutions. Combined with its multinational parent company, Sage has established itself as a global presence over the last two decades. Millions of discriminating customers and 26,000 resellers rely on Sage Software for its highly evolved business applications with reliable performance and smooth, cost effective upgrade paths. Rest assured that Sage Software products are supported by a nationwide network of specialists who are your resources for implementation, training, service, and support. For Sage PFW and Sage Software products—one source and one call take care of it all. Take advantage of outstanding training classes, 24-hour online support, and award-winning technical support. From developing innovative products that anticipate customers' changing needs to providing exceptional customer support, Sage Software is dedicated to surpassing expectations in all aspects of its business.

### Financial Insights to Build Your Business

Sage PFW ERP is an award-winning, comprehensive financial, distribution, and process manufacturing solution. It provides companies with 10 to 500 employees and \$5 million to \$150 million in revenues with a flexible, expandable architecture, and is particularly well suited for import/export and companies that want to utilize their software across country borders. Its process manufacturing modules add specifically targeted capabilities to boost production, maximize profits, and increase efficiency in your supply chain.

Straightforward and easy to use, Sage PFW offers all the features you'd expect from a high-powered package, such as support of multi-currencies, multiple companies, multiple languages,

consolidations, and intercompany processing. In addition, this complete business management and process manufacturing solution uses an advanced three-tier architecture. Several tasks, such as posting routines, reports, listings, and utilities, optionally run on application servers instead of client workstations—reducing network traffic and bottlenecks. Sage PFW departs from other packages by providing immediate access to vital information, enhanced customer service, streamlined operations, and international business capabilities.

### Capitalize on Global Opportunities

Companies with subsidiaries outside the U.S., and businesses planning to expand their market reach worldwide are particularly well positioned to capitalize on the extensive global enterprise capabilities. Translation and localization capabilities have been thoroughly integrated for many countries in Asia, Europe, and Latin America. It's financial software that adds up to so much more than the sum of its parts. Perhaps that's why more than 12,000 companies around the globe rely on the enhanced capabilities of the Sage PFW family of products. Isn't it time your business reaped the benefits?

*"Sage PFW has long been one of the strongest accounting software products in the middle market. Over the years when other top products have fallen short, Sage PFW provided the power and features to get the job done—particularly when it comes to meeting the needs of global operations. Among other areas, Sage PFW excels in its support for consolidation, foreign currency, foreign language, inventory, sales order, distribution, and manufacturing."*

J. Carlton Collins. CPA/COO  
K2 Enterprises



## The Insights You Need to Succeed

### A Solid Foundation, With the Flexibility You Need

A solid foundation is critical. Sage PFW is constructed in Microsoft Visual Basic and backed by the powerful Pervasive.SQL database to ensure a secure, stable, and easy-to-maintain environment—no database administrator required. The system is designed to facilitate usability, while offering maximum flexibility. The robust Sage PFW Business Desktop allows you to do business your way—easily create, rename, and drag and drop tasks from one folder to another to match your business process. If your business process includes the use of spreadsheets and other documents daily, you can take advantage of the ability to add shortcuts and URLs to your task menu for quick access or to ensure the right task is completed at the right time. Sage PFW is built with the flexibility you need and a rock-solid foundation to provide long-term solutions for all your business challenges.

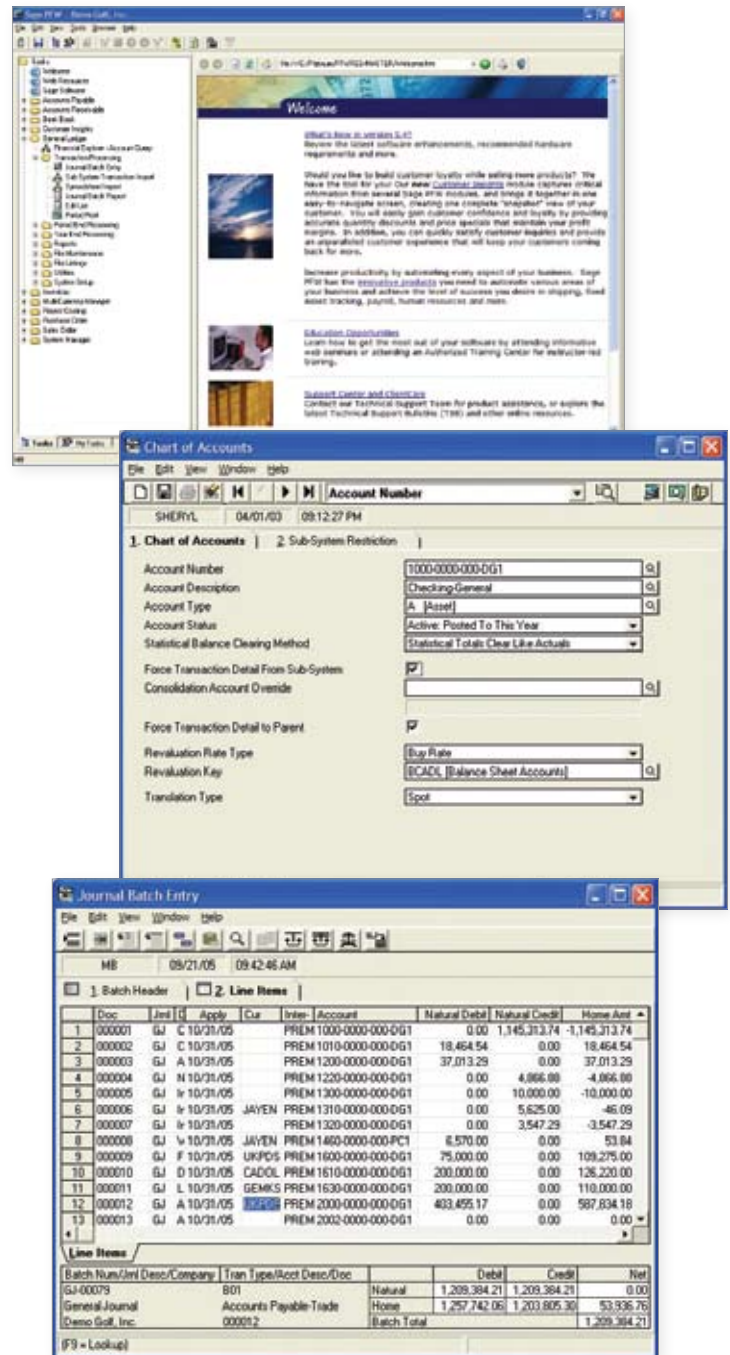
### Easy Setup and Solid Security

Setup is a snap with Sage PFW. Wizards walk you through all the steps and help you to implement tight security controls, defining read/write access by user, groups of users, or by company. Define strict password configurations, such as requiring a specific length, numeric, or special characters, and password expiration controls. A comprehensive audit trail of data access and manipulation is provided by Pervasive AuditMaster. AuditMaster manages the security of your database so you can manage your company's time and resources more effectively.

### Streamlined Information Access

All Sage PFW applications share information, which keeps all records current and eliminates the need for time-consuming data entry replication. For example, when you enter a transaction in the Sales Order module, it automatically updates Accounts Receivable, Inventory, and any other installed modules for accurate, timely information.

Powerful features such as the Financial Explorer and Universal Notes and Attachments provide you with critical information when you need it. Financial Explorer helps you perform comprehensive inquiries



*With over 20 back-office applications, Sage PFW has been designed with the specific needs of growing midmarket companies in mind.*

and drill downs from anywhere in the system, and Universal Notes and Attachments serves as an online filing cabinet—linking critical information directly to where it is needed. Empower your employees with quick and easy access to the information that is vital to the success of your business.

## Scaled and Tailored for Your Success

When your company experiences growth spurts, you need a system that grows with you and doesn't slow you down. Sage PFW was specially designed with scalability and flexibility in mind. The Premier Ledger module offers up to 30 account segments that you can tailor to your business as it grows. In addition, you can seamlessly add modules, users, companies, vendors, customers, item keys, and currencies. Screens may be easily customized to match your business procedures and industry requirements. The Sage PFW Customization Workbench module enables you to make more extensive modifications, including language translations, custom lookups, and integration of custom or third-party reports and programs.

## Powerful International Business Capabilities

Extensive intercompany, consolidations, and translation features make doing business in the global marketplace almost as easy as doing business in your own back yard. Transactions and accounts may be entered and maintained in any currency. Prices can automatically reflect active exchange rates, and currency translation is FASB 52 compliant. You can also automatically calculate VAT and GST taxes for various countries. In addition, Sage PFW supports both hard and soft consolidations for greater flexibility and control. The extensive multilingual and multicurrency capabilities of Sage PFW have made it the software of choice for businesses in over 90 countries.

## Boost System Performance

Sage PFW is based on a unique two- or three-tier client/server architecture that increases productivity for your users and delivers maximum system performance. Running Sage PFW global programs and company data files on a network file server and having optional application process servers produce your reports and postings, frees client workstations for other productive activities. As your company grows and you require more powerful processing to handle your workload, you'll find it's cost-effective and easy to add more clients or process application servers.

*"I would never recommend anything but Sage PFW for a midsized, growing company like ours."*

David Laforce, Vice President  
Newport Furniture Parts Company

## Powerful Reporting for Greater Business Insights

Transform your data into the insights you need to manage your business more effectively. All financial reporting is provided through FRX—a highly customizable financial report writer that understands complex organizational rollups and periodic accounting intricacies. What's more, FRX gives you so many reporting options that you can view your operation in ways you never imagined. All other reports are managed through Crystal Reports®, a powerful WYSIWYG (What You See Is What You Get) report writer that allows you to create meaningful reports quickly and easily. You can use 350 standard reports straight out of the box or modify them to suit your unique business requirements. The powerful reporting capabilities of Sage PFW provide the critical information necessary to make better, more informed business decisions.

## Everything You Need for More Insightful Business Management

### Core Financials

Comprehensive financial applications put you in control of every aspect of your business. The General Ledger comes in two options: Standard Ledger, suitable for many companies with straightforward needs; and Premier Ledger for companies requiring a more sophisticated chart of accounts and integration to the Premier Financials Suite. When coupled with Premier Ledger, the Premier modules—Consolidations, Translations, and Inter-Company—can simplify and streamline interactions between subsidiaries and global entities, creating a powerful suite of financial functions unparalleled in the market.

Stay on time and on budget with payroll, HR, and project management tools that integrate seamlessly into Sage PFW. The Abra HR application automates the many tasks associated with maintaining employee data. Abra Payroll then feeds data directly into the Sage PFW Project Costing application, allowing you to track costs and maintain project budgets effortlessly. In addition, delivering superior planning and analysis results is a snap with the Premier Budgeting, Advanced, and Sage FAS modules.

### Financial Modules

- Accounts Payable
- Accounts Receivable
- Bank Book
- CRM
- Multi-Currency Manager
- Standard Ledger
- Premier Ledger
- Sage Abra Payroll
- Sage Abra HR
- Premier Budgeting
- Advanced Allocations
- Project Costing
- Sage FAS Fixed Assets



## Process Manufacturing

Most manufacturing solutions are centered around bill of materials, work centers, and raw materials that are tracked by a single unit of measure—areas that are not pertinent to process manufacturers. In the distinctive process manufacturing arena you need a solution that fits your unique requirements—a system that speaks your language. The key is a solution as individual as your business, centered on formula/recipe management, multiple and precise units of measure, quality control, lot tracking, and material properties—now we are talking process manufacturing! Designed from the ground up to address the unique challenges of process manufacturers, from secure formula/recipe management through production and every step in between, the Sage PFW process manufacturing offers the tools you need to manage your business effectively.

### Process Manufacturing Modules

- Formulas
- Inventory Pro
- Production
- Order Entry Pro
- Purchasing Pro Costing
- Laboratory
- MRP
- MSDS
- Labeling

## Distribution

Distribution companies are faced with the challenge of finding the right balance between carrying expensive materials to ensure product availability and quick delivery, and minimizing stocking levels and inventory costs. The Sage PFW distribution modules are available to help you meet this challenge and keep your operations running smoothly. Determine precisely when and how much material you need to purchase based on a time-phased analysis of sales orders, purchase orders, and current inventory availability. Reap the benefits of lower costs, expedited deliveries, enhanced vendor relationships, and increased customer loyalty.

### Distribution Modules

- Inventory
- Sales Order
- Purchase Order
- V-Technologies' StarShip

## Business Intelligence Tools

Sharpen your business intelligence through the use of automated alerts, filters, and user-specified performance indicators. Business Alerts Professional and Business Insights Professional can help you proactively monitor your business, so you can act quickly, decisively, and confidently to maintain your competitive edge. The Customer Insights module provides a comprehensive view of each customer, bringing together a variety of customer information into a single easy-to-navigate view, so you will be able to serve your customers better and more quickly.

### Business Intelligence Modules

- Business Alerts Professional
- Business Insights Professional
- Customer Insights
- Altec
- Customization Workbench
- Crystal Reports
- Microsoft FRx Desktop

*"Sage PFW and its modules are very smooth and surprisingly easy to use. We now have a completely integrated system—exactly what we need for our diverse inter-company environment."*

Susan Blair, Director of Enterprise Finance  
Citizen Potawatomi Nation

## Real Companies—Real Solutions

Challenge	Solution	Results
Citizen Potawatomi Nation needed to obtain an automated business solution that provides advanced interorganizational capabilities to manage 100 financial entities and \$14 million in federal contracts.	Sage PFW with Premier Financial Suite.	Streamlined, intercompany integration. Centralized financial records, accurate accounting, and improved collections. Cut payroll processing from five days to two days. Added 250 employees without increase in payroll workload.
Newport Furniture Parts Corporation needed to expand current business management solution to include an integrated, enterprise-class, electronic CRM/VRM system.	Sage PFW integrated with customer and vendor relationship management software.	Complete business and customer relations management. Seamless, real-time data interface and instant, easy data access. Enhanced sales and service capabilities. Increase of 25% in sales, without staff increase.
Welco Manufacturing Company was unable to achieve desired growth using index cards and spreadsheets to control financials and manufacturing data. Extra staff required to handle manual paperwork. EDI needed to bid work for larger companies.	Sage PFW, with full complement of financial and process manufacturing modules, along with EDI interface from eBRIDGE Software.	Improved efficiencies that contributed to a 10% increase in growth without the need for additional staff. Automated 80% of all orders using EDI, facilitating new and continued business with major retailers like Wal-Mart, Sutherlands, and Menards.
Bee Maid Honey, Limited's in-house financial system lacked batching and sophisticated inventory capabilities, and did not permit the tracking necessary for modern quality control.	Sage PFW financials and process manufacturing, permitting accurate knowledge of origination.	Financial reports now available on a monthly basis, for greater cost control. Flexibility in scheduling batch runs has reduced inventory levels in plants while maximizing inventory levels of finished goods in warehouses and distribution centers.

### For More Information...

For more information about Sage PFW and reaching a higher level of profitability, please contact your local authorized reseller, or call directly toll free at 1-888-473-5135.

You may also visit [www.sagesoftware.com](http://www.sagesoftware.com), or e-mail [sagepfwinfo@sage.com](mailto:sagepfwinfo@sage.com)

**Sage Software**

56 Technology Drive

Irvine, CA 92618-2301

[www.sagesoftware.com](http://www.sagesoftware.com) | 800-854-3415

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