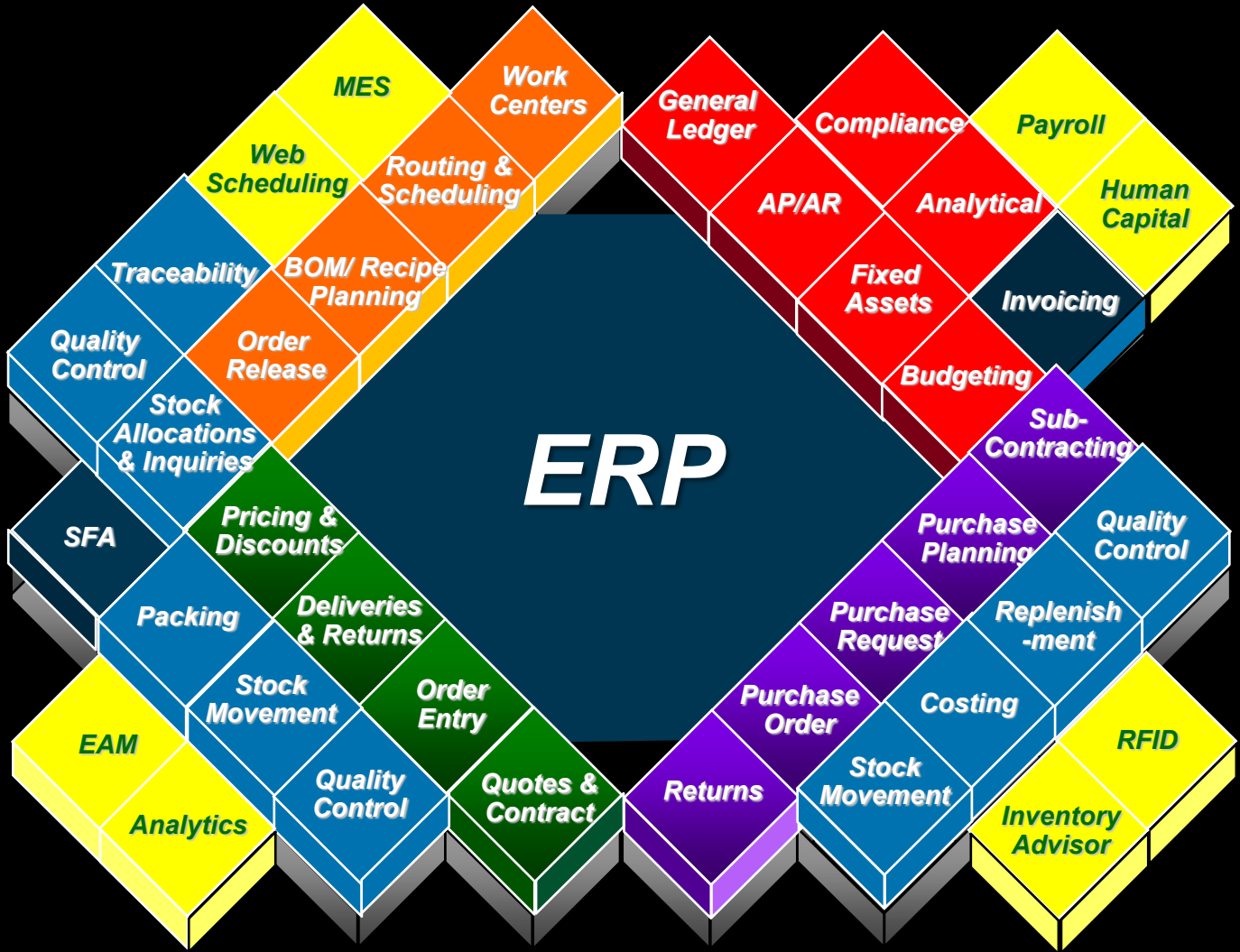


# Building a future ready ERP

Bernard Wong, 18<sup>th</sup> July 2023



Sage



**ERP is too complex**

**Is my people ready for it?**

**How will ERP help me?**

**ERP**



# Let's look at these challenges



Planning  
resources better

Supply chain visibility and  
requirement planning with  
fluctuation of demand.

Better product  
recalls

Focus on bi-directional  
traceability and better  
grasp of info.

Eliminating  
inefficiencies

Standardize  
processes amid labor  
shortages.

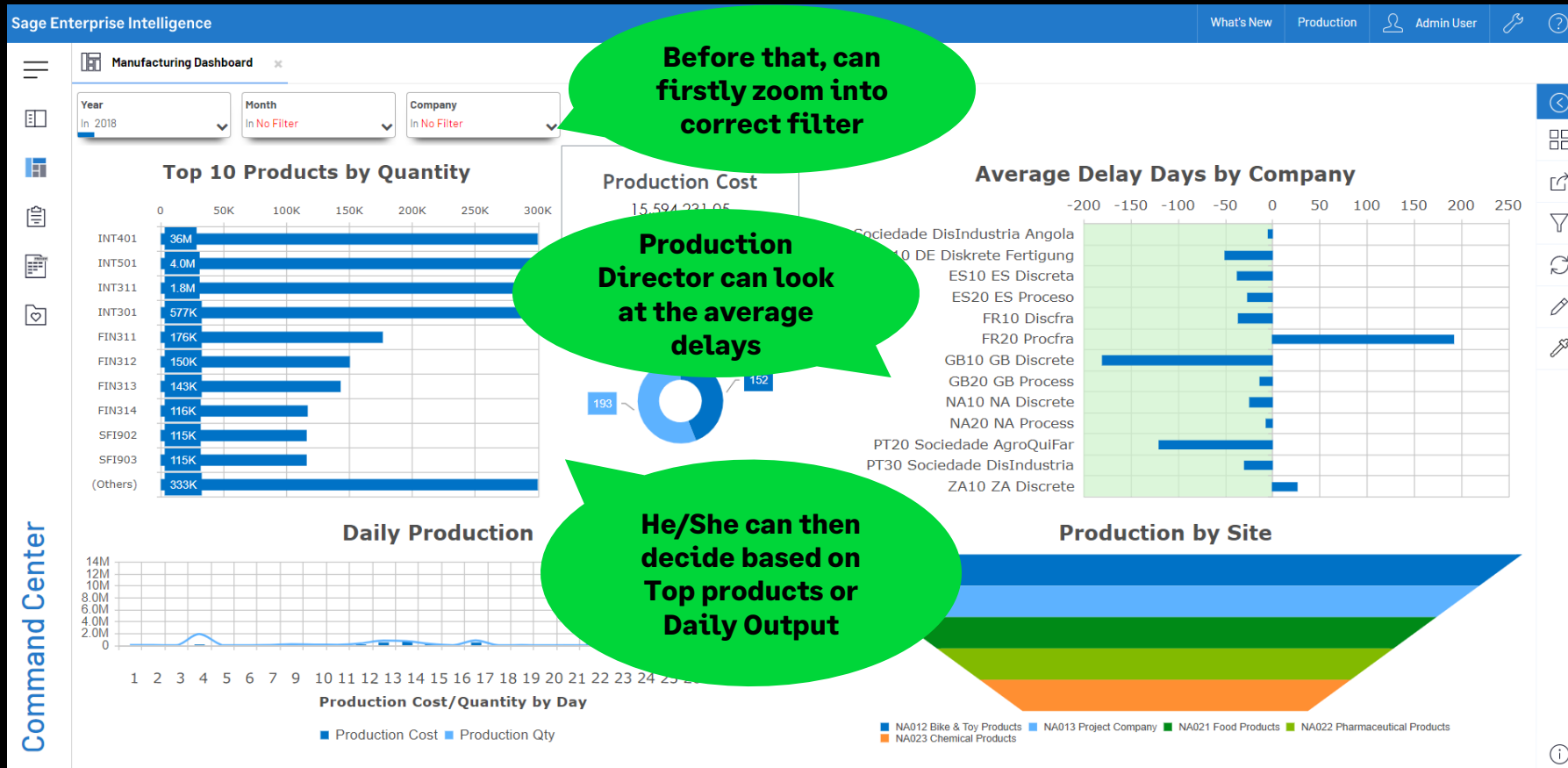
# Planning resources better.

Fluctuation of Demand



Sage

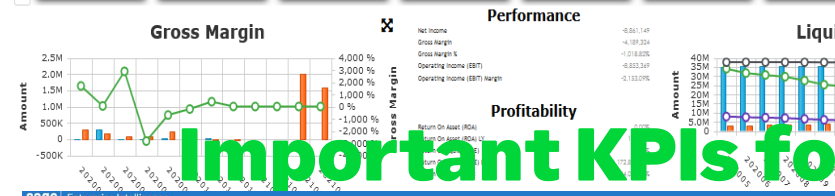
# Actionable Insights, planning with data



# db role

SEI UDM CHIEF FINANCIAL OFFICER 2

Fiscal Year: 2021 | Fiscal Period: 4 | Global Currency: EUR | LedgerType: 1 | Company: In No Filter | Site: In No Filter | Analytical Dimension 1: In No Filter | Analytical Dimension 2: In No Filter | Analytics: In No Filter



# Important KPIs fo

**Sales Performance**

Calendar Year: 2017 | Calendar Period: 1

Invoice Quantity	1.77M
Invoice Cost	58.97M
Invoice Margin	154.63M
Invoice Amount	213.60M
Invoice Quantity LY	904.34K

**Top 10 Product Performance This Year vs Last Year**

**Sales by Product Stats Group 1**

**Invoice Amount**: 369.07M

**Invoice Quantity**: 2.67M

**Invoice Cost**: 109.76M

**Invoice Margin**: 259.31M

**Invoice Margin %**: 70.00%

# Sales team dashboards

**Enterprise Intelligence**

**Opportunity Overview**

Opportunity Amount	2.85M
Opportunity Expected Revenue	3.17M
Opportunity Count	74
Opportunity Won	21
Opportunity Won %	72.41%
Opportunity Lost	8
Opportunity % Lost	27.59%

**Won vs Expected**

**Top 10 Opportunity Expected Revenue**

**Top 10 Sales by States**

**Drill Down Status: No drill down**

**Map**

**Industry Categories**

Biotechnology	Energy	Hospitality	Banking	Construction
Food	Automotive	Electronics	Healthcare	Telecommunications

# Marketing monitoring

# 250 ++ Templates

# My Purchase Page

[Show advanced filters](#)

DAY TO DAY +

NAVIGATION PURCHASE X3ERP12 / SEED



Supplier



Purchase Request



RFQ



Buyer Plan



Purchase Order



Purchase Receipt



When user's login, all important steps and information are displayed

ORDERS TO RECEIVE X3ERP12 / SEED

ORDERS X3ERP12 / SEED



3700 Results Display: 10

1 2 3 4 5 6 ... 370

< > Today Month Week Week Day Day

April 2021


SUN	MON	TUE	WED	THU	FRI	SAT
28	29	30	31	1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17

	Issuer	Issue date	Issue Time	Tracking text
:	<a href="#">XYM</a>	1/27/2020	13:44:36	Modification of the BP identification data
:	<a href="#">XYM</a>	1/27/2020	13:46:39	Modification of the BP identification data
:	<a href="#">XYM</a>	1/27/2020	13:47:42	Modification of the BP identification data
:	<a href="#">XYM</a>	1/27/2020	14:13:04	Modification of the BP identification data
:	<a href="#">XYM</a>	1/27/2020	14:13:22	Modification of the BP identification data
:	<a href="#">XYM</a>	1/27/2020	14:13:30	Modification of the BP identification data

User can then look into important things that need attention



# Expiration Management, planning with stocks

Sage | X3  Super administrator Super administrator X3ERP12/SEED

All > Procession > Regulatory Control Module > Enhancements

Product Product-site Sales price

Identification Management Units of measure Financials After-sales Customers Purchasing Suppliers Attributes Inventory by Site Properties

management Regulatory Stock management

Stock management  Not managed  Managed  Potency managed


Stock parameters

Management mode  Stock < 0 authorized Available stock

Traceability  Potency


Alternate product  Description

Recontrol/Expiration

Management  Status  

Lead time

Recontrol lead time

Recontrol status   UBD coefficient

UBD lead time

**Notification of expiration per batch of ingredients of finished goods**

**Extension of expiration date, notice for the stock managers**

**UBD – to know short dates before shipping out to distributors**

# Wastage Control, planning production

The image shows two overlapping screenshots of the Sage X3 software interface. The top screenshot displays the 'Recipe Management BOMP' screen for component INT311 (Cinnamon Raisin Bread Mix) at site 40. The bottom screenshot shows the 'Routings' screen for the same component, with a table of routing operations. A yellow circle highlights the 'Shrinkage in %' column in the routing table, which contains the value 100.000. Two green callout boxes provide context: one explains that older machines may require more time, and the other states that the planner decides on scrap percentages to control wastage.

**Recipe Management BOMP**

Parent product: INT311  
Site: [ ]  
Code: 40  
Reference date: 03/06/23

Description: Cinnamon Raisin Bread Mix

Use status:  In development  Available to use

Component product	Sequ...	Component typ
1	5	Normal
2	10	Normal
3	15	Normal

**Routings**

Header | Routings | Scheduling

Last release: [ ]  
Date: [ ]

Operations	No.	I...	% effi...	Shrinkage in %	Lab s...	Lab R...	Load ...	Prepara...	Waitir
1	5		100.000		1.000	1.000			
2									

# Insightful buying, planning purchases

## Supplier Response

- Multiple supplier response
- Comparison analysis
- Attachment by line item and remarks



- RFQ Awarding to multiple supplier
- Generation of Purchase Order by supplier



## Awarding Supplier

## RFQ Listing

- Date control
- Eligibility based on Category / Certification



### REQUEST FOR QUOTE ANALYSIS

RFQ No.: YEPRF00020

Site: NA021 (Food Products)

RFQ Title: Ingredients Purchase

No.	Description	Site	UOM	Quantity	Approved	Variance vs Lowest	ABC Holdings			BY Holdings		
							Delivery	Unit Price	Amount	Delivery	Unit Price	Amount
1	Organic Whole Wheat Flour	NA021	LB	10.00	1000.00	666.67	5 Day	33.33	333.33	4 Day	50.00	500.00
2	Sugar, Brown	NA021	LB	20.00	4000.00	2800.01	3 Day	66.67	1,333.32	5 Day	60.00	1,199.99
3	Wheat Gluten	NA021	LB	30.00	9000.00	6000.03	2 Week	100.00	2,999.97	2 Week	133.33	3,999.96

\*\* Currency exchange rate based on date 12-04-2023  
Out of 0 suppliers invited under this category, and only 0 responded

# Help in Planning resources better

Management, looking at things holistically and acting based on insights.



# Better Product Recalls.

Clear on bi-directional  
traceability

Sage





## Food Safety Recalls

if a food product contains a high concentration of a substance not safe for consumption,

**VS**

## Food Allergy Recalls

If the allergy information wasn't very clear, it was labelled incorrectly, or it was completely missing on the label

# How Sage X3 helps in Food Recalls

Have an emergency-ready crisis management plan

Sage X3 helps in crisis.

Be totally transparent  
By having all information at your fingertips.

Stay on Top of Regulations

Single system with different legislations in different countries.



Reduce risk and impact of the recall

Know the impacted batch and stock statuses isolate the batch quickly

Maintain up-to-minutes visibility

Tracing the sources and QC done in minutes.



# All allergen clearly defined within recipe

Sage X3 Super administrator Super administrator X3ERPV12/SEED

All > Common data > BOMs

## Recipe Management BOMP

Component

Description: Cinnamon Raisin Bread M

Base quantity: 945.000

Validity start date: [calendar icon]

Validity end date: [calendar icon]

Use status:  In development  Available to use

Allergens: EMW

Rollup date: 01/15/23

Rollup code: 40

Component product

Sequ...	Component type	Component	Description 1	Major versio
1	Normal	RAW344	Water	
2	Normal	RAW331	Organic Whole Wheat Flour	
3	Normal	RAW332	Frontier Whole Wheat Flour	
4	Normal	RAW333	Sugar, Brown	
5	Normal	RAW334	Wheat Gluten	
6	Normal	RAW335	Sunflower Seeds	
7	Normal	RAW336	Breadmate Plus	
8	Normal	RAW337	Sea Salt	

Component menu: Trial kitting, TEXT, INQUIRIES, MANUFACTURING, OPTIONS, VERSIONS, SELECTION, UTILITIES, BROWSING, HELP, DIAGNOSIS...

**Planner will be clear about the allergens roll update of the latest action.**

**Planner looking at recipe can detect when allergens are being roll-up.**

# Tracing from source to deliveries

## Traceability

Criteria Next Printing

Traceability

Sign: Backward (selected), Backward, Forward

Product: RAW331 (Organic Whole Wheat Flour)

Lot: LO1211NA0210020

Sublot:

Entry type: All types

Entry number:

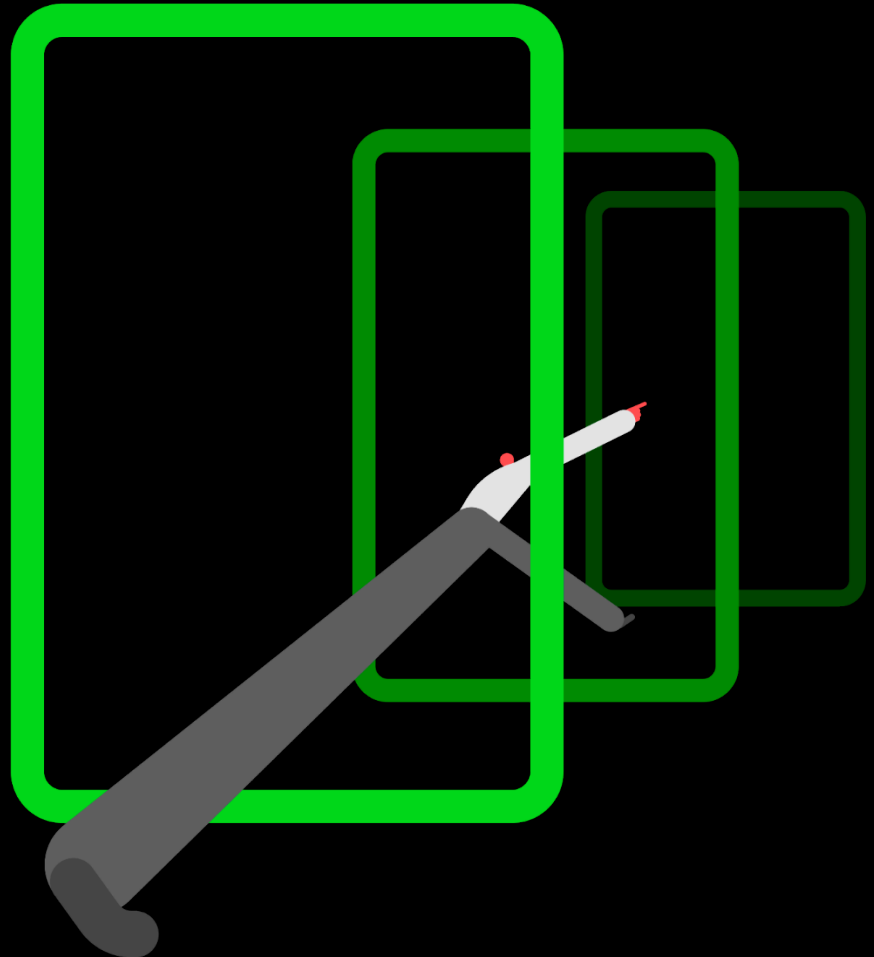
BPs: →

## Traceability

Expand all

	Description	Site	Lot	Sublot	Serial number	STK quantity	STK	Transaction type	Order no.	BP	Description
RAW331			LO1211NA0210020								
RAW331	Organic Whole Wheat Flour	NA021	LO1211NA0210020			-46412	LB	Work order issue	WONA0210171		
RAW331	Organic Whole Wheat Flour	NA021	LO1211NA0210020			90000	LB	Quality control	QUANA0210152		
RAW331	Organic Whole Wheat Flour	NA021	LO1211NA0210020			-90000	LB	Quality control	QUANA0210152		
RAW331	Organic Whole Wheat Flour	NA021	LO1211NA0210020			90000	LB	Supplier receipt	RECNA0210098	NA056	Gargill Corporation
RAW331	Organic Whole Wheat Flour	NA021	LO1211NA0210020			90000	LB	Quality control	QUANA0210152		
RAW331	Organic Whole Wheat Flour	NA021	LO1211NA0210020			-90000	LB	Quality control	QUANA0210152		
RAW331	Organic Whole Wheat Flour	NA021	LO1211NA0210020			90000	LB	Supplier receipt	RECNA0210098	NA056	Gargill Corporation
RAW331	Organic Whole Wheat Flour	NA021	LO1211NA0210020			-63.28	LB	Work order issue	WONA0210189		
RAW331	Organic Whole Wheat Flour	NA021	LO1211NA0210020			-604.328	LB	Work order issue	WONA0210179		

# Let's look at Sage X3



# Avoiding problem escalation

Financials loses

Disruption in Operations

Drop in consumer  
confidence

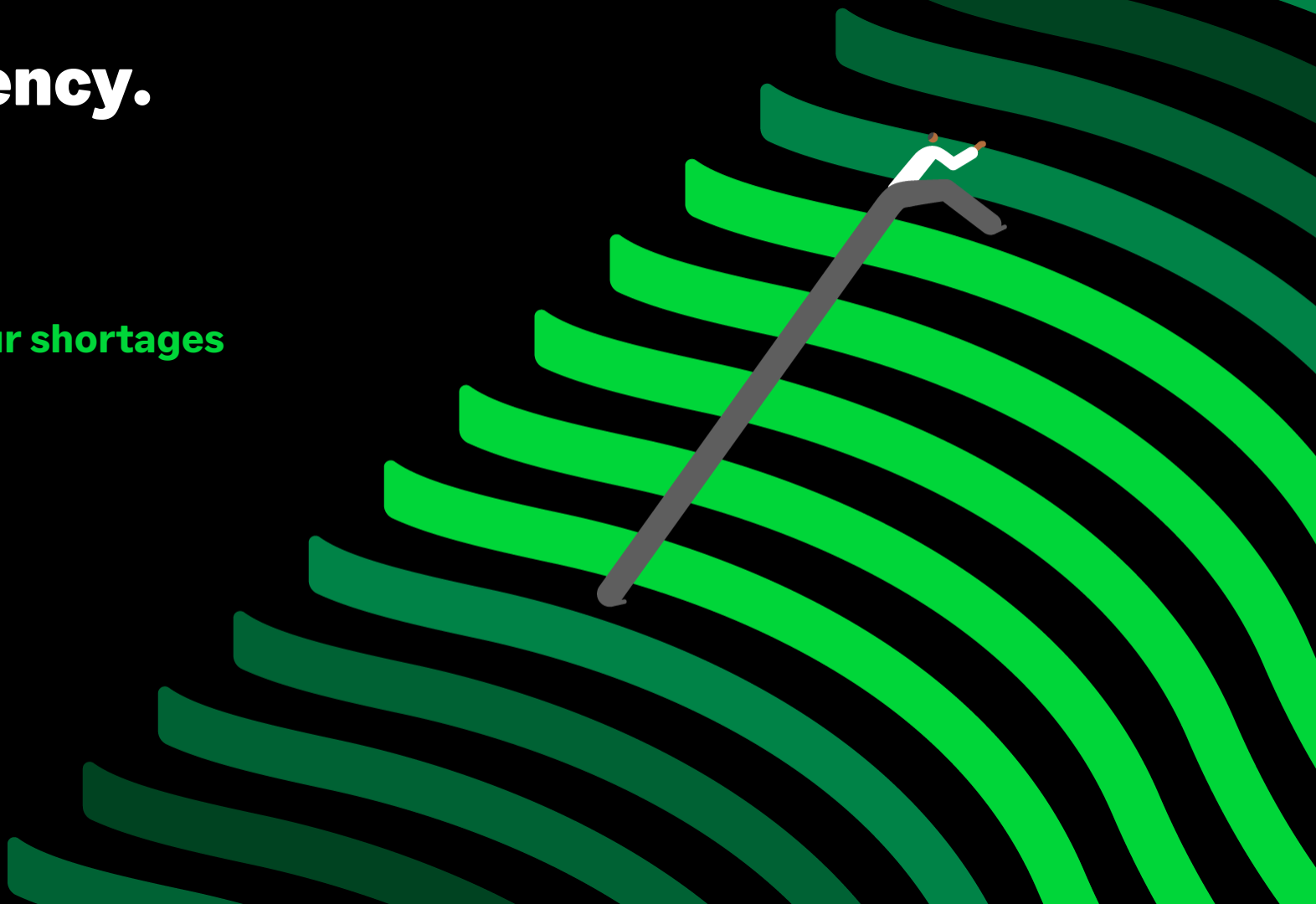
**Knowledge is Power**

Knowing exactly where the ingredients came from and how they are farmed.



**Efficiency.**

Amid labour shortages



# Simple and easier for the users

## My Purchase Page

DAY TO DAY +

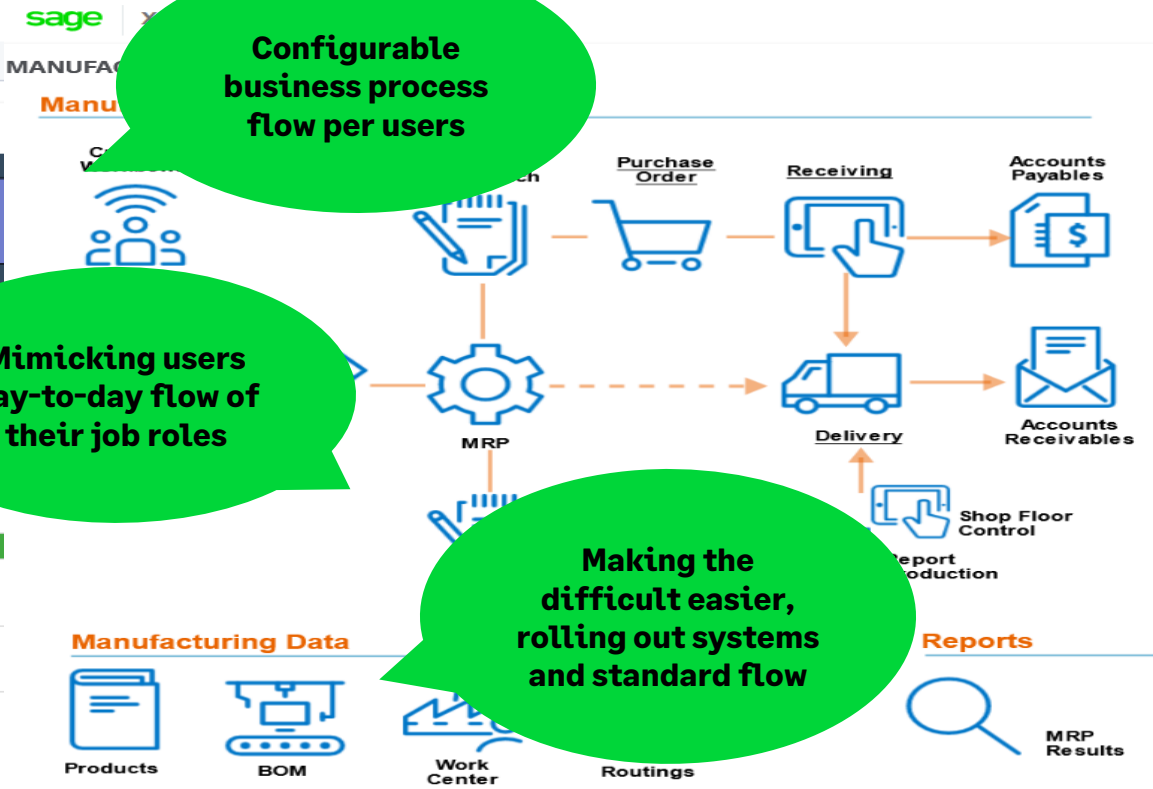
NAVIGATION PURCHASE X3ERP12 / SEED

Supplier Purchase Request RFQ

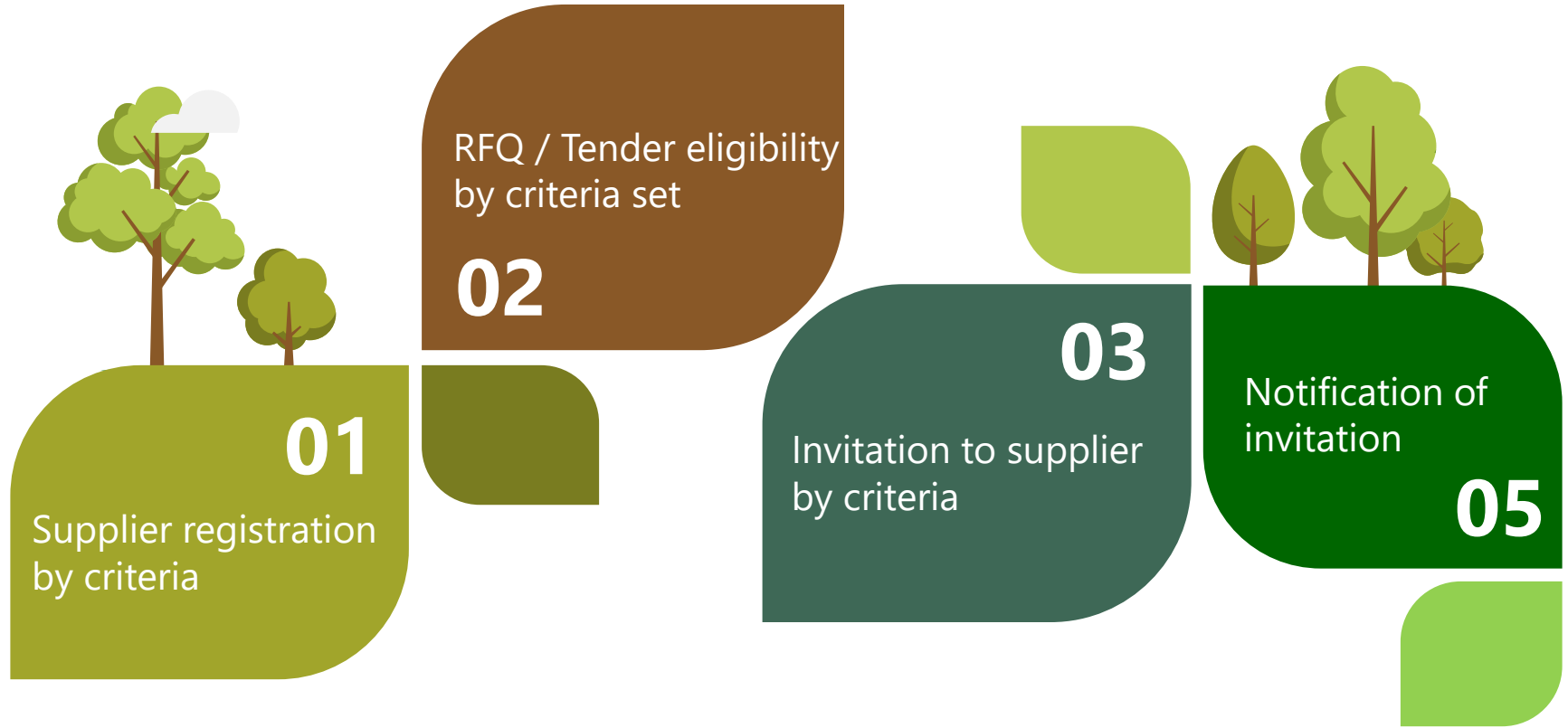
ORDERS TO RECEIVE X3ERP12 / SEED

Today **Month** Week Week Day Day

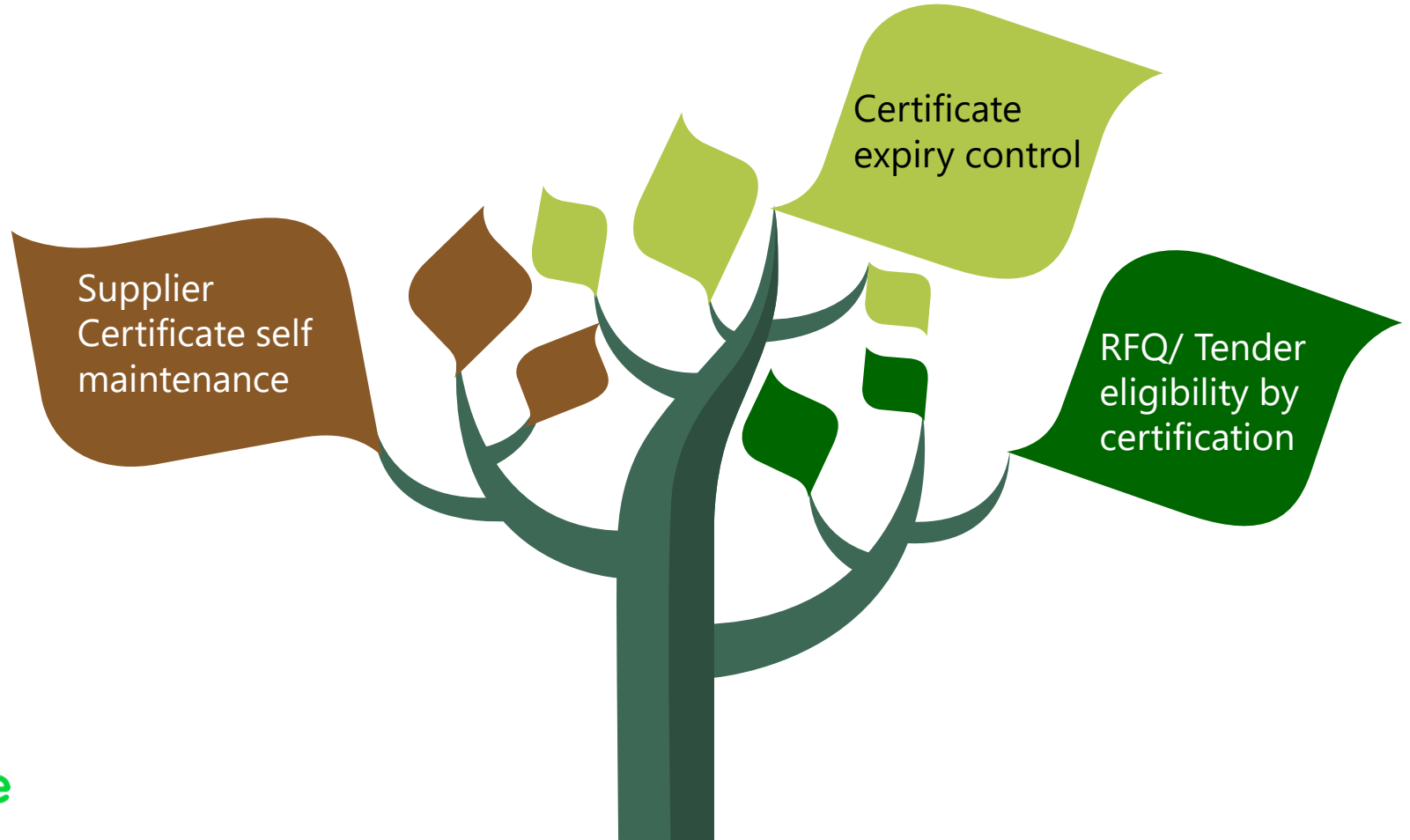
SUN	MON	TUE	WED	THU	FRI
28	29	30	31	1	2
4	5	6	7	8	9
11	12	13	14	15	16



# The right supplier, buying efficiently

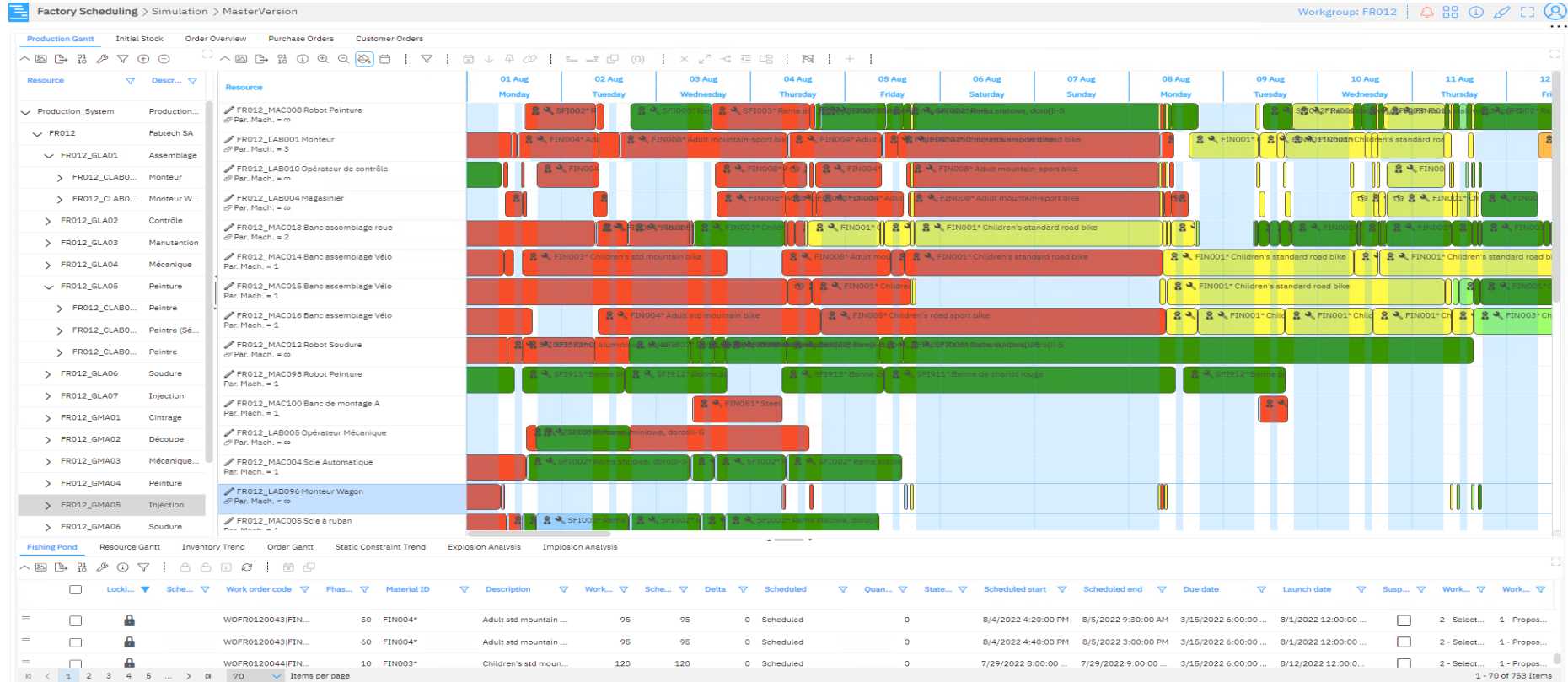


# Working with valid certificates



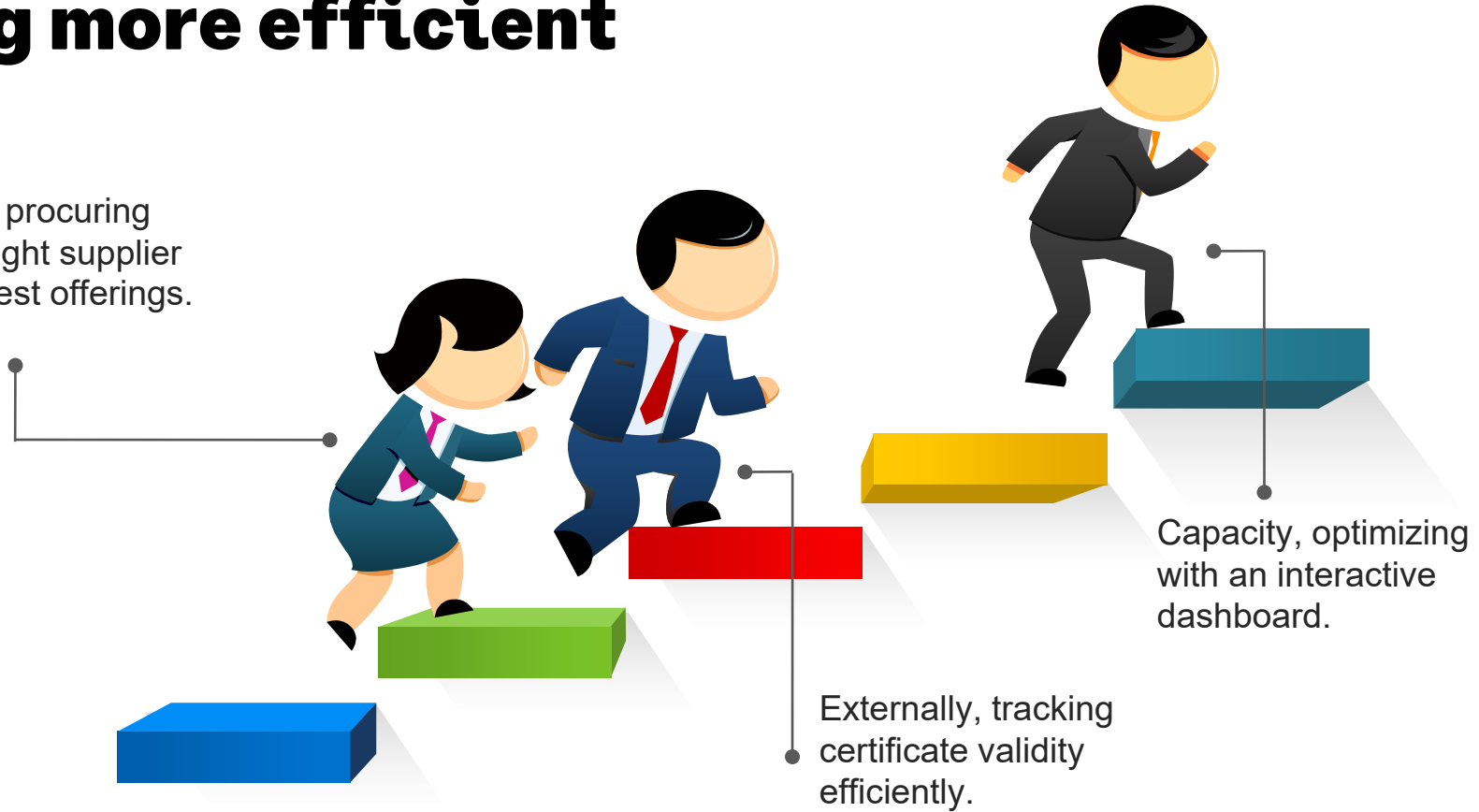


# Optimizing your capacity, produce efficiently







# Being more efficient




Internally, procuring from the right supplier with the best offerings.



**MANAGEMENT**








-  Have actionable insights instantly
-  Slice and dice info when needed
-  Use the system anywhere
-  Don't worry about expanding with the system

**OPERATIONS**


-  Tracing the sources
-  Info from other dept.
-  Specific features for F&B

Governance & Integration	Single Database Access	DB	Security	Operations
	Data Management			


**FINANCE & PRODUCTION**

-  Single source of truth
-  Insightful Analytics
-  Ad Hoc Management Analysis
-  Step-by-step flow in system
-  Collaboration
-  Ease of planning
-  Monitor fulfillment

**e-Procurement**

 Portal to handle dealings with supplier

**Web Scheduling**

 Dashboard for planner to make real time planning

# Sales Automation & Cash Automation

## Coming soon...10<sup>th</sup> August 2023



Sales Channel

Operation

Market Info

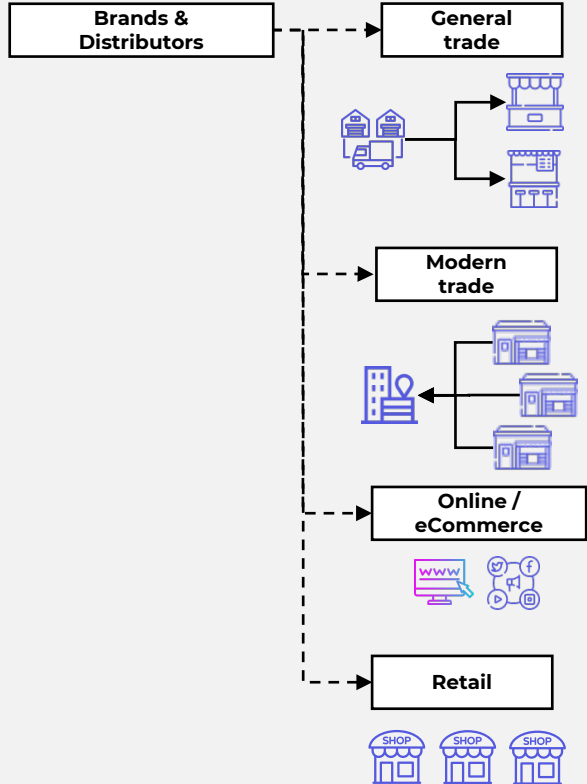
Ordering

Fulfilment

Return

Rebate

Collection



**Sales Rep  
Merchandiser**

**Van  
Sales**

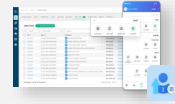
**GT Buyer**

**Sales Rep  
Merchandiser  
Promoter**

**Key  
Account  
Buyer**

**eCommerce  
portal / partner**

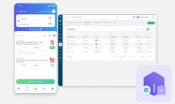
**Sales Rep**



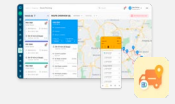
Sales & field force automation  
- Field sales, van sales, tele sales, merchandiser/promoter



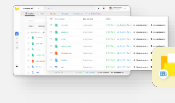
B2B & B2B2C eCommerce  
- 24/7 self service & rapid market expansion



Warehouse handheld & mobility  
Digitize & automate stock in/out & count



Delivery automation  
Route plan & fleet automation to digitize ePOD,  
return, collection



Connector for data synchronization **Sage X3 Sage 300**  
Bi-directional data sync for ERP, MT procurement portal &  
eCommerce Marketplace *(available soon)*



Payment, Financing & Reconciliation

- CASA, eWallet, Duitnow dynamic QR
- Digital AR financing & Virtual credit card (VCC)
- Offline virtual account number
- ERP payment auto-reconciliation

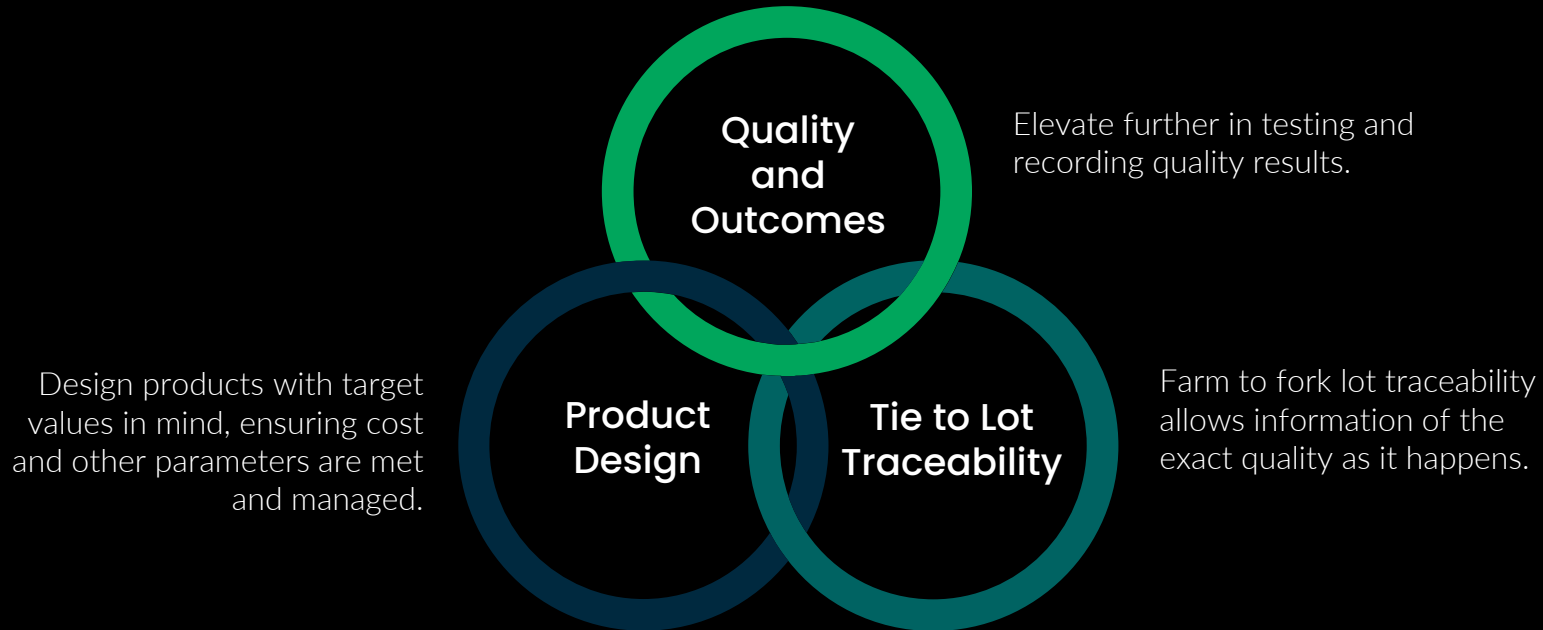
# Manage Product Specifications & Product Request

Coming soon...13<sup>th</sup> September 2023



# Manage Product Specifications

Essential in the Food and Beverage Market



# Connecting your marketplace

## Coming soon...20<sup>th</sup> September 2023





# Connecting your marketplace



# Thank you