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Sage 200

Work differently to empower
business success

Smarter, faster and more connected
business management from leading
Sage 200 partner - Datel



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A quick look at Sage 200

Authored by: Sage.

Implemented by: Sage's leading partner - Datel.

Suitable for: Small and medium sized businesses, typically with turnover of £1m - £50m (up to 200 employees). Industries it's perfect for include manufacturing, distribution, wholesale and services.

Deployment options: Available both on-premise and in a private cloud environment.

Implementation time: Typically from 3 months, but varies based on complexity.

Looking for a solution more suitable for global or larger businesses?

Check out [Sage X3](#).

Introducing Sage 200

Sage 200 is a complete business management solution designed to drive your business forward. Designed for small to medium-sized businesses requiring a flexible solution that seamlessly meets their requirements, Sage 200 is the perfect ERP solution to give you full control and visibility across your entire organisation. Designed to facilitate growth, track your financials, and be accessible both from your desktop and on the go, Sage 200 is everything your business needs to propel it to the next level.



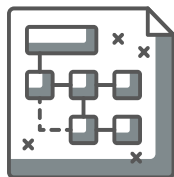
Insight to drive business success

Access the business-critical data you need to inform decision making across your organisation.



Software that fits your needs

Pick and choose the elements of the software right for your business and add functionality as you develop.



Business wide efficiency and control

Bring finance, operations and customers together using one solution for smarter working and control.

What are the capabilities of Sage 200?

Sage 200 is available with Datel at the Professional level. Compared with the Standard version, Sage 200 Professional is a more flexible and configurable solution built for businesses with requirements such as customisation, integration and complex processes. With Sage 200 Professional, you can manage:



Financials

Core Applications

- Ledgers
- Cost Centre Management
- Payment Processing
- Budgeting
- Fixed Assets

Integrated Modules

- Expenses
- Document Management
- Purchase Invoice Approval
- Cash-Flow Reporting
- Excel Reporting
- Direct Debits



Distribution

Core Applications

- Stock Control
- Quotations
- Purchase Order Processing
- Sales Order Processing
- Sales Pricing Matrix

Integrated Modules

- Stock Barcoding
- Telesales Processing
- Carrier Integration
- Document Distribution
- Purchase Requisitions



Manufacturing

Core Applications

- Bill of Materials
- MRP
- Works Order Management
- Estimating

Integrated Modules

- Capacity Planning
- Shop-floor Data Capture
- Barcoding



Wider Business

Integrated Modules

- Service Management
- Warranties & Repairs
- Customer Web Portal
- CRM
- Warehouse Management
- Hire Management
- Credit Control
- Project Accounting



Reporting and Analytics

Web-based reporting across all applications and modules, including business KPI's and analytics.

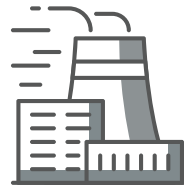
Sage 200 Professional for your industry

The flexibility, modular approach and capabilities of Sage 200 Professional make it a solution suitable for a broad range of businesses and industries.

Here are some of the industries our customers operate in:



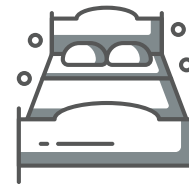
Distribution



Manufacturing



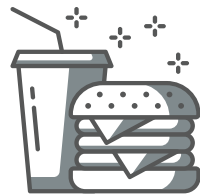
E-Commerce



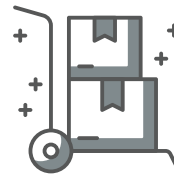
Hospitality & Travel



Services



Food & Drink



Wholesale



Transport & Logistics

Implementing Sage 200 with Datel

Whilst selecting the ideal solution is paramount to elevating your business and streamlining your processes, the right software partner is key to a successful implementation and ongoing support.

Here at Datel, we understand how much it means to businesses to build a valuable partnership, which is why we take great pride in helping both you and your business to thrive.

As the leading UK Sage 200 business partner, 5 time Sage 200 Partner of the Year and a member of the Sage Platinum Elite, we know what it takes to ensure maximum project success with Sage 200.

Datel serves over 1,000 customers across a diverse range of sectors. Our multi-industry expertise combined with over three decades of experience empowers us to build a solution that not only meets the complex needs of your business today, but evolves with you to facilitate future success.

Our 4 step process

The teams at Datel will work with you and your business to support you throughout the entire process:



1

Understanding your business and goal aspirations

At the very start of your ERP journey, it's important to us that we fully understand the needs of your business. One of our dedicated new business consultants will meet with you to understand your business aspirations and to learn what you want to achieve with a new ERP system. We'll showcase the solution and show you how it could work for your business, enabling you to evaluate the features and functionality that are important to you.



2

Tailoring Sage 200 to align to your business

Once you have selected Sage 200 with Datel, we will build and present to you the full specifications and scope of your Sage 200 solution. One of our business analysts will outline any specific configurations or integrations required to meet your needs. All this is captured in a document that is agreed by you and Datel and becomes the blueprint for your implementation.



3

Project managed implementation

One of our APM accredited Project Managers will work with you throughout the full implementation journey. During this time, Datel's application consultants and technical development team will build the solution and any specific configurations defined. Once your solution is built, all users are trained, test plans are completed and your data is migrated into the solution. You'll then be ready to go live and utilise the benefits of your new Sage 200 solution.



4

Supporting you for years to come

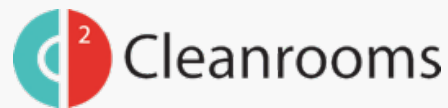
As your business starts on its journey using Sage 200, you'll be introduced to your dedicated account manager to support your business journey. Our award-winning support department is also on hand to help with any issues that arise. It's the largest support department of any UK Sage business partner, and is there to resolve any problems that you may have with your software. Your account manager will ensure you get the most from your investment in Sage 200 and work with you on future phases of your technology strategy to ensure your technology plans are aligned to your business strategy.

A word from our Sage 200 customers



“There are many features within the Sage software that have made a fantastic difference to us, in functions ranging from lead generation to stock manufacture. It’s given us a 360-degree view of our business and has helped us to stay firmly in control as our product range develops and grows in size and complexity.”

Barry Leahey, Managing Director
Playdale Playgrounds



“Sage Line 50 was bursting at the seams, so implementing Sage 200 was the natural next stage for us. We wanted to make sure we had a partner who could work well with us to integrate our CRM and ERP, so we could have a closed-loop process.”

Joe Govier, Managing Director & Founder
Connect 2 Cleanrooms



“Datel had built a strong relationship with us over the years, by working one to one with our staff members and fully understanding our requirements and needs as a business. We made the decision to go back to Datel as we had immense trust for their team, and appreciated their wealth of knowledge and continuous support services. When you buy a business solution, you want one that makes life easier and more efficient. By working with Datel that is exactly what we have. The Datel team definitely have the skill sets and knowledge to make the use of a complex business management system simple and productive.”

Carol Innes, Office Manager
Kestrel Ophthalmics



“We always speak to our Account Manager at Datel to ask about the best ways for us to achieve our business goals. A lot of resource has gone into developing our ERP system, so we’re committed to making it work for us and always looking for new solutions that could make the day-to-day running of the business more efficient.”

Julie Gummersall, Finance Controller
Resapol

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Sage Business Partner

Business technology to empower your future

At Datel we believe business technology should not be complicated. Whether you are evaluating a full business system or looking to improve one specific area, such as insight and reporting, our team is here to help.

Datel is here to empower your business aspirations through the innovative use of technology. We have been helping businesses to realise their ambitions for over 30 years. In that time we have seen a lot of change, technology has evolved and we've witnessed our customers grow and succeed through embracing solutions that change the way they work.

Speak to our team today.

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