

datel.

Sage X3

It's powerful ERP, not just
finance software.

Complete visibility and control at your
fingertips. Implemented by the leading UK
Sage X3 Business Partner - Datel.



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Sage X3 – Quick Facts:

Sage X3 is a full business management and ERP solution for UK and global businesses

Authored by: Sage.

Implemented by: Sage's leading partner - Datel.

Suitable for: Medium sized businesses, typically with turnovers between £10m-£250m. Industries it's perfect for include distribution, manufacturing, wholesale, hospitality, services and transport.

Deployment options: Available in the cloud, private cloud, or on-premise.

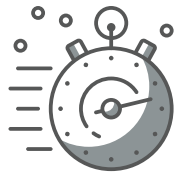
Implementation time: Typically from 6 months, but varies based on complexity.

Number of businesses using Sage X3: 7,000 businesses across 80 countries.

Number of global users of Sage X3: 65,000 users.

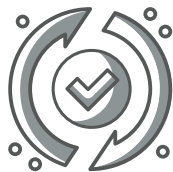
Introducing Sage X3

Authored by Sage and implemented by Datel, Sage X3 is a complete business management solution designed to drive productivity and give you visibility and control across your finance function and your wider operations. The solution is designed with flexibility in mind - customisable configuration enables you to implement the solution you are looking for, that works in the way you do.



Faster

One single ERP solution allows you to accelerate decision making and provides insight into performance across your business, on a global scale.



Simpler

With one suite of applications deployed in the way you decide, you can benefit from anytime and anywhere access to the data you need.



Flexible

The flexible configuration options are designed to support industry specific processes and unique business requirements.

How can Sage X3 benefit your business?

Sage X3 seamlessly combines all the functionality required from a complete ERP, bringing business-wide efficiencies to your organisation. With complete visibility of your entire organisation, Sage X3 allows you to manage your end-to-end processes with greater efficiency, flexibility, and insight.



Financials

- Budgets
- Project Accounting
- Fixed Assets
- Financial Reporting
- Payments



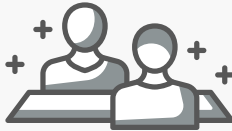
Distribution

- Purchasing
- Inventory Management
- Sales and Marketing Management
- Commercials



Manufacturing

- BOM Planning
- Shop Floor Control
- Quality Control
- Project Management
- Business Intelligence



Human Capital

- Payroll
- Human Resources



Reporting and Analytics

Data warehouse and multi-source data management and analytics

Sage X3 for your industry

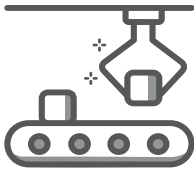
The flexibility and advanced capabilities of Sage X3 makes it a solution like no other. Sage X3 is customisable, so it can be tailored to meet the needs of a variety of industries and includes industry specific requirements and processes.



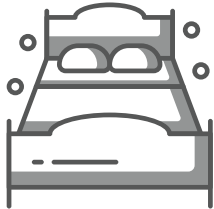
Distribution



Process Manufacturing



Discrete Manufacturing



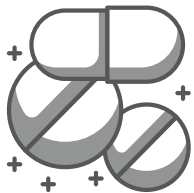
Hospitality & Travel



Services



Engineering



Pharmaceuticals



Wholesale



Food & Drink



Cosmetics



Transport

Implementing Sage X3 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 business partner, winner of Sage X3 Partner of the Year and member of the Sage Platinum Elite, we know what it takes to ensure maximum project success with Sage X3.

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 X3 to align to your business

Once you have selected Sage X3 with Datel, we will build and present to you the full specifications and scope of your Sage X3 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. Also, one of our directors will sponsor your project to ensure that it is delivered to your measures of success. 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 X3 solution.



4

Supporting you for years to come

As your business starts on its journey using Sage X3, 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 X3 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 X3 customers



“As we’re an ecommerce business, our solution requires a significant amount of tailoring, which Datel delivers for us. They’ve designed the system and fully integrated it with our website, back-office and customer database to ensure that information comes into the Sage X3 system automatically, and allows us to reconcile things very efficiently and keep our costs down.”

Scott Fawcett, Finance Director
Pharmacy2U Ltd



“We have been extremely pleased with Datel and the support they have offered us as a business, ranging from the implementation process right through to helping us with any challenges that arise on a day to day basis. We have been thrilled with the ease of reporting and the functionality Sage X3 has offered. NEOM has come a long way in the last few years and we are excited to see how Datel can continue assisting us as we grow, whilst continuing to build a strong relationship.”

Stuart Sharp, Finance and Operations Director
NEOM



“I’d have no hesitation recommending Datel as a Sage Business Partner, on the ground of product, service and relationships. They’ve all been exemplary.”

James Amos, Marketing Director
Boodles



“Datel’s service is always first class and we knew that we could trust them to deliver the right solution to enable our growth ambitions. We could be confident of having a well maintained solution for years to come.”

Martin Wallen, Managing Director
Firwood Paints Ltd

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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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