

POWER TO RUN YOUR BUSINESS



Line50 Manufacturing Solutions

Manufacturing software that puts you in control of your business



Manufacturer of precision machined components for the aviation and defence industry, R. E. Thompson & Company is one of over 500,000 UK companies who use a Sage Solution to help run their business.

Line50 Manufacturing Solutions

Manufacturing software that puts you in control of your business

Contents

2	Sage - Working for Manufacturing
3	Sage Line 50 Bill of Materials
5	Sage Line 50 Batch Controller
6	Sage Line 50 Job Controller
7	Sage Line 50 Manufacturing Controller
8	Integration with Sage Line 50 Financial Controller
9	The Complete Business Package
10	Sage Solutions Overview For Manufacturers



'I believe that for all but the simplest installations, local implementation by Business Partners is the best option for our customers. Because of this, Sage is committed to adopting policies that ensure our Business Partners receive the highest level of support from Sage. This in turn means our Business Partners can provide outstanding service to our customers.'

Paul Stobart,
Managing Director, Sage (UK) Limited

Sage - Working for Manufacturing

Sage has been providing software and support to manufacturing businesses for more than 20 years.

Over this time we have built up a deep understanding of the needs of all sizes and types of business. We've used this insight to constantly develop our products and services in order to meet the ever more demanding requirements of our customers. It is this approach that has made us the world's leading supplier of business management solutions.

The Sage Network

Working at a local level is important to Sage. Through our close relationship with Business Partners and Developers, we can offer our expertise right to customers' doorsteps. This enables us to provide the right manufacturing solution for customers, whatever the size and nature of their business. With over 500,000 customers in the UK and over 80,000 of these being in manufacturing industries, the network of people relying on Sage systems is growing.

Sage Manufacturing Solutions

Sage is well placed to provide integrated manufacturing systems. These systems control the whole manufacturing process, from planning materials and costs, to monitoring real-time works orders. Sage software enables companies to gain greater control over manufacturing processes by the effective scheduling of work, tracking resource utilisation and improving business analysis.

Sage Manufacturing Solutions address the key concerns of businesses within this industry:

- **Cash-flow management** - by reducing stock & receivables
- **Cost reduction** - through materials, labour & overhead reduction
- **Meeting delivery times** - by scheduling the production process
- **Product quality control** - by tracking components throughout the production & delivery process
- **Sharing information** - with integrated systems that share data across the company

Sage's goal is to streamline processes between manufacturers, suppliers, the shop floor, and customers; helping businesses run at optimum efficiency and profitability. Our range of manufacturing solutions is designed to put you in total control of your business systems, whatever you produce.

Adapting To Changing Markets

Sage has always been known for offering powerful, efficient and adaptable solutions, backed by excellence in customer service and support. We have built this reputation by adapting our offering to meet the changing demands of our customers' business requirements. Working in the manufacturing industry, you will no doubt have a similar aim; producing quality products at competitive prices in a timely way, and doing so with optimum service, to meet the varying requests of your customers.

Integrated Operations For A Competitive Advantage

Whilst efficient resource planning and production management are pivotal to a successful manufacturing process, being able to quickly analyse facts and spot developing issues can make all the difference to your profitability. Whether tracking costs on a works order or defining items on a bill of materials, having integrated software enables you to link your manufacturing and finance operations. This can help you gain that elusive competitive edge in the manufacturing business arena.

Focusing on speed of implementation and ease of use, Sage has developed a range of solutions that avoid unnecessary complexity, and provide customers with rapid return on their investment, as well as a low cost of ownership.

Sage's business critical software enables customers to deliver high levels of service, with the ability to respond quickly to new business opportunities. Many manufacturers are able to reap the rewards that Sage solutions provide.

Sage Line 50 Manufacturing Solutions provide the flexibility to meet specific user requirements throughout a wide range of manufacturing industry sectors. Those that benefit from Sage cover multiple production environments from discrete to agile, making standard or configured products. The specific needs of project based manufacturers are also covered.

Sage Line50 Bill of Materials

For smaller businesses wanting to manage their bill of materials.

Sage Line 50 Bill of Materials follows your bill of materials process from beginning to end. It breaks down the manufacturing operation into easy-to-access areas, including materials, labour, machines, operations and reports. Vital information needed to control costs and maintain efficiency is available throughout the system, encouraging your business to work at maximum productivity and profitability.

Manage Unlimited Components

To offer you control over even the most complex manufacturing processes, there is no limit to the number of components that may be entered on a bill of materials, and no limit to the number of sub-assemblies or levels. In addition, you can enter details of manufacturing operations, including both labour and machine costs. Further information may be entered for sub-contract, piece-work and tooling costs.

Avoid Shortage and Downtime

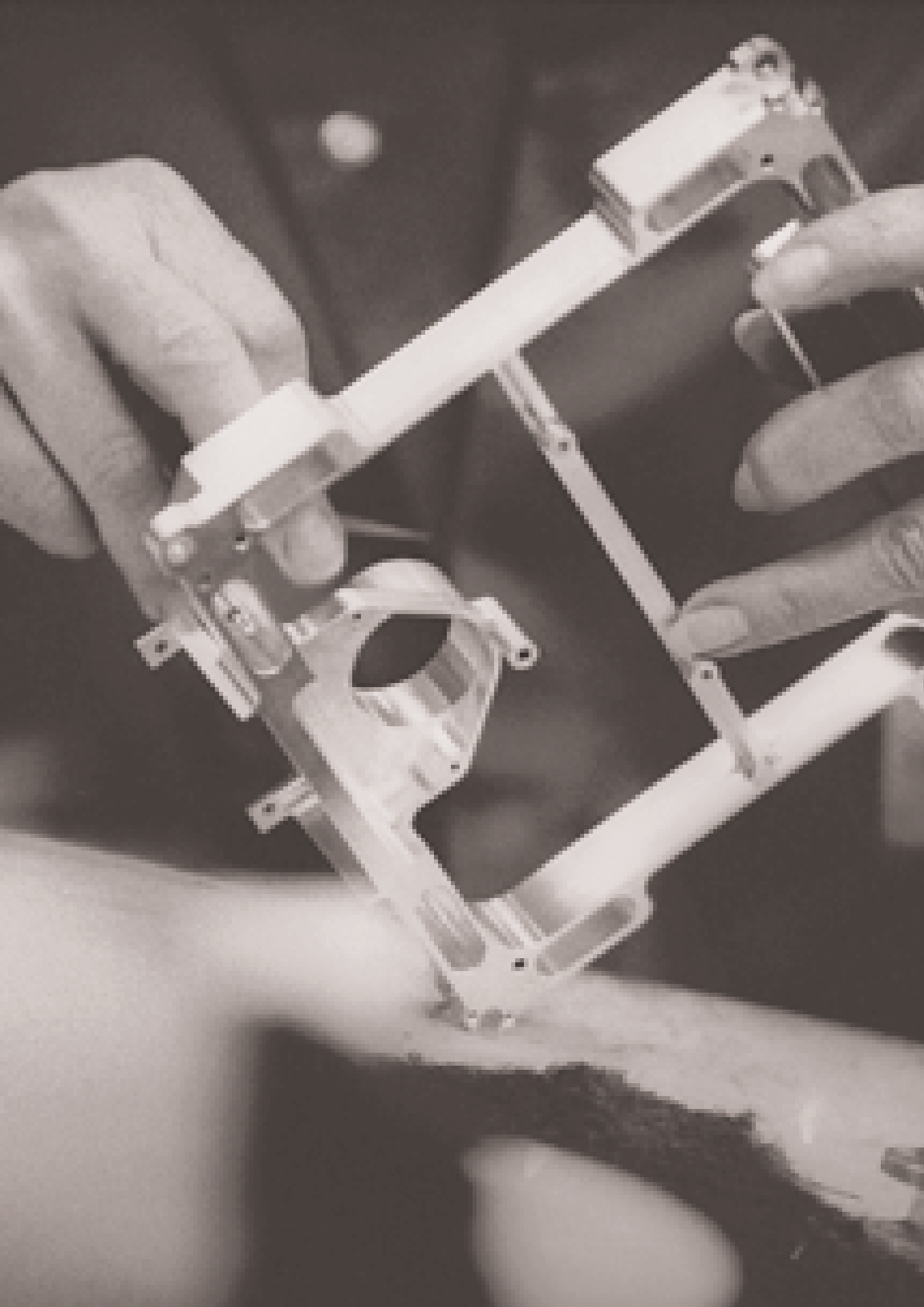
Making it easy for you to explore alternatives, the product information utility allows for an unlimited number of alternative suppliers for each stock item, along with lead times, cost prices and suppliers' part numbers. To alleviate the need for time-consuming manual calculations, the powerful trial kitting facility instantly shows material, labour and machine requirements for any given quantity of a manufactured item. It also identifies shortages and enables you to explore a variety of management issues.

Minimise Lead Times

Due to its integration with Sage Line 50 Financial Controller software, Sage Line 50 Bill of Materials can calculate all material costs directly from your existing product file. In addition, you can add other manufacturing costs such as labour and machine processes to provide accurate product costings whenever you need them. Automatic links to the Line 50 purchase order processing function allow you to quickly place orders, covering any material shortages. This enables you to maximise profits and lead times.

Features at a glance

- Unlimited components on unlimited levels
- Unlimited materials, labour and machine costs
- Unlimited sub-contract, piece-work and tooling costs
- Trial kitting facility
- Alternative supplier information
- Uses Sage Line 50 Financial Controller product files
- Operation templates
- Automatic purchase order processing
- Attach multiple documents / drawings to each BOM
- Report Designer



Sage Line50 Batch Controller

For smaller businesses engaged mainly in repetitive batch manufacturing.

Sage Line 50 Batch Controller helps Production Managers control materials, labour and machine costs within busy manufacturing environments. The software helps manufacturers smoothly control production planning, works order processing and resource management, with full traceability for materials tracking.

With Line 50 Batch Controller at the heart of your production control and management system, you have a powerful system that integrates with Sage Line 50 Financial Controller accounts package, to provide greater control of your business.

Bill of Materials

This software incorporates all the capability of Sage Line 50 Bill of Materials, providing unlimited components on unlimited levels so you can create detailed bills of materials for products to be manufactured, including an unlimited number of components and unlimited number of levels of build and with any number of sub-assemblies. You can easily identify shortages of materials and automatically place purchase orders, by selecting from a list of alternative suppliers. You can also include machine and labour operations as well as sub-contract operations.

Production Planning

Making it easier to plan production allows greater control over the flow of work through the factory.

At any time, you can review outstanding orders and 'make for stock' requirements, and review manufactured items below minimum stock levels. The software automatically calculates material shortages which can then be ordered. The software allows an unlimited number of alternative suppliers for each stock item, along with lead times, cost prices, and supplier's part numbers and minimum order quantity. Stock profiling calculates predicted levels of selected stock items over any chosen time period. By bringing together labour and machine time requirements, the software produces easy-to-read graphical displays of labour and machine capacity usage, and creates works orders to deliver the plan. At this stage, you can also generate Work In Progress valuations that can be manually journaled into Line 50 Financial Controller.

Works Order Processing

Works orders can be created automatically from Production Plans or can be entered manually. Stock levels are automatically updated when you allocate and/or issue stock against the works orders. You can then produce picking lists, route cards, operation cards and job sheets. On completion of the works orders stock is automatically updated, enabling goods to be dispatched immediately. Furthermore, the Sage Line 50 software can then consolidate one delivery note from a number of different sales orders.

Materials and Finished Product Traceability

You can track the movements of materials from receipt, through your production processes to dispatch. Even if there are multiple stock locations for components, raw materials or sub-assemblies. The powerful 'Find' facility allows instant recall of any GRN record. If your processes involve issuing a batch number to finished products, the software can record this, enabling you to trace it to the customers who received it.

Certificates of Conformity can be produced on demand, confirming products are manufactured to ISO 9001 quality standards.

Sage Line50 Job Controller

For smaller businesses engaged mainly in one-off manufacturing.

Sage Line 50 Job Controller provides all the functionality required for manufacturing companies who operate within a jobbing or non-repetitive environment. A powerful estimating tool enables you to provide accurate and timely quotations for work. Stock is allocated and issued against jobs, instantly updating your Line 50 accounts. Invoices can be raised for all or parts of jobs, and to help manage your costs more effectively, you can see actual costs versus estimates. Furthermore, the profitability of each job can be monitored continuously so you can keep full control of each job as it progresses.

Estimating Jobs

The software contains a powerful estimating tool with the facility to print quotes. Entries can be created automatically so orders can be processed if required.

Job Processing

When jobs are being produced, the software records costs against each project when stock is issued and when manpower is assigned at each stage in production. You can then produce picking lists, route cards, operation cards and job sheets. The software also includes an optional, but extremely powerful link to automatically make entries for cost of sales and work in progress.

Invoicing

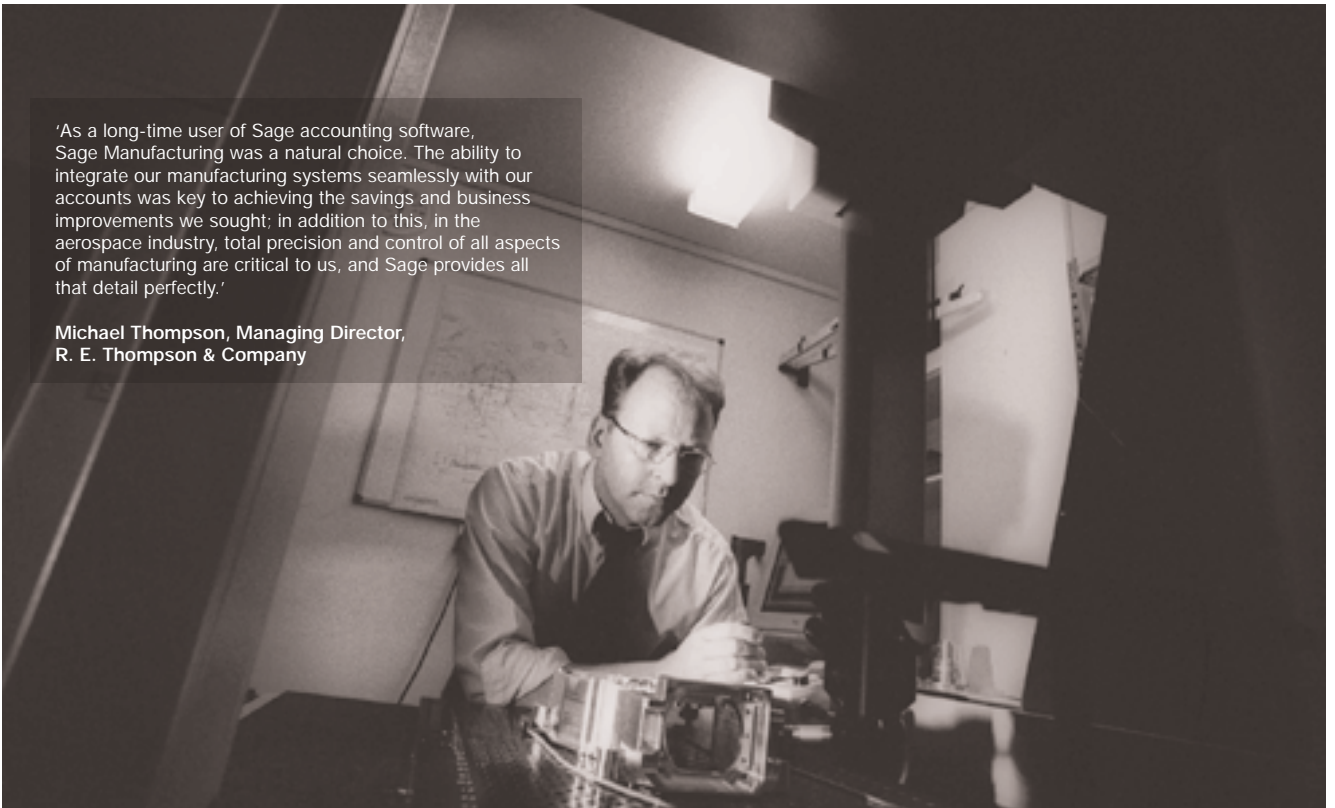
When all or part of a job is completed, Sage Line 50 Job Controller updates the job record so invoices can be raised and each job's profitability can be reviewed.

Actuals v Estimates

Actual costs can be reviewed against estimated costs, using the software's unique spreadsheet-style summary. Actuals exceeding estimates are displayed in red. Analysis is supported with a 'drill-down' facility that provides details of individual actual cost entries.

'As a long-time user of Sage accounting software, Sage Manufacturing was a natural choice. The ability to integrate our manufacturing systems seamlessly with our accounts was key to achieving the savings and business improvements we sought; in addition to this, in the aerospace industry, total precision and control of all aspects of manufacturing are critical to us, and Sage provides all that detail perfectly.'

Michael Thompson, Managing Director,
R. E. Thompson & Company



Sage Line50 Manufacturing Controller

For smaller businesses engaged in repetitive batch and one-off manufacturing.

Sage Line 50 Manufacturing Controller combines all the capability of Batch Controller and Job Controller into one powerful product.

It provides all the functionality required to control material, labour and machine costs in a busy mixed mode manufacturing environment. It will smoothly control production planning, works order processing and resource management, with full traceability for materials tracking. A powerful graphical scheduler enables production start and end times to be manipulated on-screen.

Production Scheduling

A default production schedule is produced, based either 'forwards' from a start date or 'backwards' from a due delivery date. It identifies any machine bottlenecks and is easy to manipulate as required. You can view complete jobs by operation or individual machine schedules, as required.

The most powerful Sage Line 50 Manufacturing Solution

Sage Line 50 Manufacturing Controller is an integrated solution that incorporates all the functionality of:

- Sage Line 50 Bill of Materials
- Sage Line 50 Batch Controller
- Sage Line 50 Job Controller

It offers you a complete manufacturing solution.

Sage Shop Floor Data Collection

Available as an add-on to Line 50 Manufacturing Controller, Shop Floor Data Collection allows you to capture data direct on the shop floor. Manufacturers who, for example, collect labour/machine times through bar code readers are using this.



Integration with Sage Line50 Financial Controller

Sage Line 50 Bill of Materials integrates seamlessly with Sage Line 50 Financial Controller; specifically, it links into the purchase order processing and stock modules. The other Sage Line 50 Manufacturing Solutions also have nominal, sales and purchase ledger links available, if you wish to use them.

For example, when adding components to your bill of materials, you can use codes already existing in your Sage Line 50 product file, and if the code you enter doesn't exist, the system will flag this, and ask if you'd like to create one. This will then be automatically created in your Sage Line 50 program.

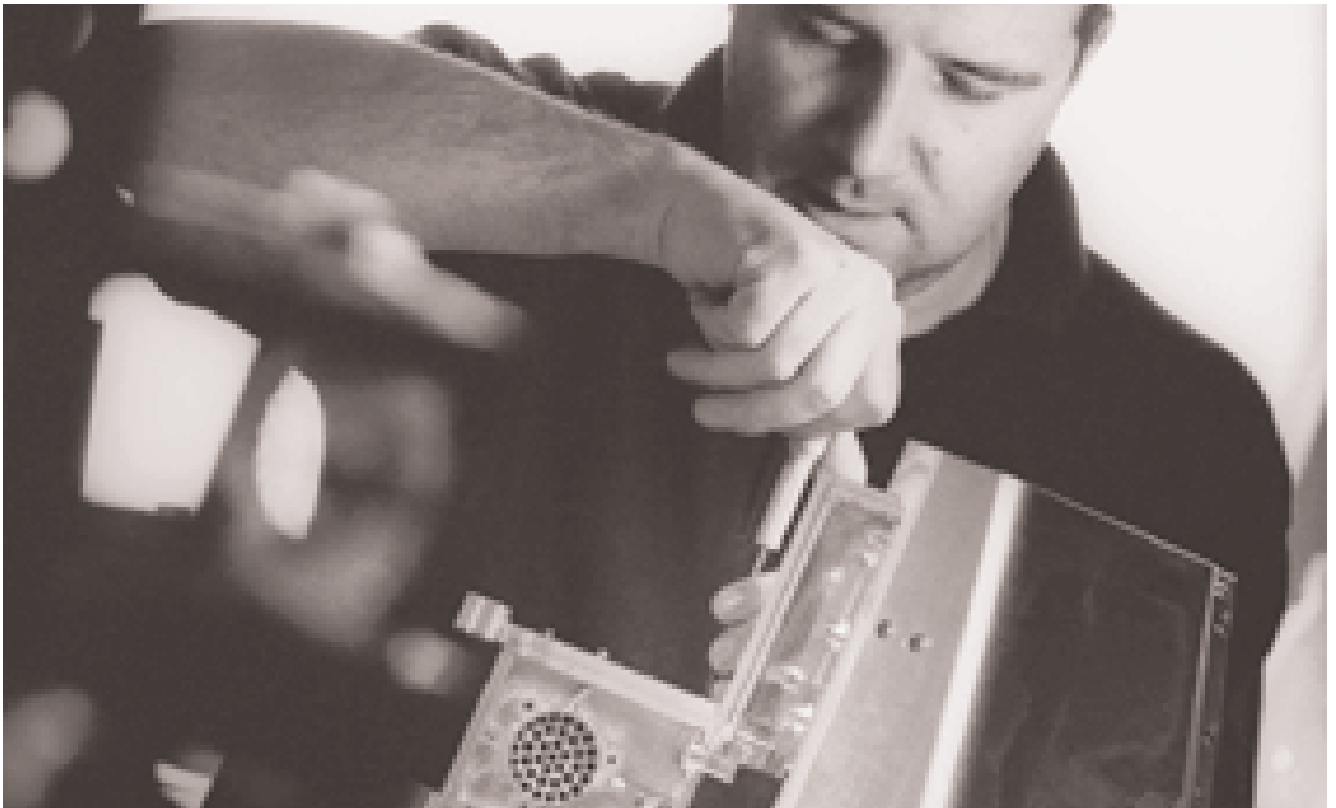
Sage Line 50 Financial Controller

Sage Line 50 Financial Controller is a powerful business management system. With efficient cash and stock management, automatic financial reports and instant summary information, Sage Line 50 Financial Controller manages it all for you.

Sage works with professionals to offer a host of features that take the strain out of keeping accurate accounts. This includes the Audit Assistant, which validates your books, checks for duplicate or unusual transactions, and helps make sure your figures balance. Sage Line 50 also includes a suite of VAT audit reports that are approved by HM Customs and Excise.

Sage Line 50 Financial Controller is incredibly easy to use for such an advanced system. Features like the Month/Year End Assistants and automation of repeat orders mean that previously time-consuming processes can become a simple routine. You can also deal with customers and suppliers in foreign currencies, and send/receive orders, quotes and invoices via e-mail.

In addition, if you are finding it difficult for accounting, sales, warehouse and management staff to access the software whenever they need it, Sage Line 50 Financial Controller can make your life easier, by allowing up to 6 people to use the program at any one time.



The Complete Business Package

Sage offers a wide variety of business software, designed to work together with your Sage Line 50 Manufacturing Solution, to save you time, improve efficiency, and provide you with full operational control.

Forecasting

Sage Financial Forecasting can help you to improve the accuracy of your production planning by enabling you to import the actuals from Sage software, or other software such as spreadsheets, to produce variance reports. You may want to begin forecasting by entering your estimates for a full year. Sage Financial Forecasting will then translate into monthly or weekly figures to enable you to compare more accurately against your actual data. Project your stock purchases, usage and levels, to help support a lean manufacturing environment. You can also run 'What if?' scenarios to explore opportunities and risks quickly and easily. For example, if your labour costs increased by 3%.

Managing Customer Relationships

In today's competitive environment, it is increasingly vital to maximise the effectiveness of your customer contacts, from finding new prospects to managing all communications. Sage is the market leader in sales, marketing and customer management solutions designed to give you a single view of your customer.

ACT! allows you to keep track of all interactions, by delivering essential information direct to customer-facing staff and synchronising data between Sage financial programmes and ACT!.

SalesLogix is designed to integrate seamlessly with other business software and back office applications, fitting in neatly with existing infrastructures. Gathering information from all departments and systems and making it accessible to everyone in an organisation, it allows you to have a complete single view of your customer. Users of SalesLogix find that it is an affordable, fully scalable and powerful CRM solution that can be easily customised and offers a remarkably rapid Return On Investment.

Paying Staff

Sage Payroll software takes care of all the complex and time-consuming tasks in paying employees, accurately completing Year End returns and complying with all relevant government legislation. The easy user interface and helpful wizards guide you through each payroll process, clearly and quickly.

Sage P11D allows you to manage employee taxable benefits and produce Inland Revenue approved P11D and Class 1A reports.

Software Support

SageCover is a complete package of services designed to make sure you get the most out of your Sage software. You have access to dedicated telephone and e-mail support from our team of over 300 software experts. SageCover also includes 24 hour online assistance and general business advice.

Training Staff

Sage offers a wealth of training courses at locations throughout the UK, plus online courses for anyone unable to get away from the premises. Sage courses enable you to become an expert on your Sage software, meaning you can spend more time focusing on doing your job, rather than wondering how to run a particular aspect of your program.

Sage Accredited Business Partners

Sage has an extensive network of Business Partners. These are situated throughout the UK, so wherever your business is based, you can be sure of finding a local Sage Business Partner to help install and support your manufacturing solution.

Sage Business Partners combine in-depth industry expertise with a detailed knowledge of the Sage product range. They will meet with you, often at your own premises, to discuss your needs and identify the most appropriate solution for your business. They can then help install it and ensure that it is configured to meet the specific requirements of your business.

Sage Solutions Overview for Manufacturers



Forecasting, Payroll & CRM Solutions for manufacturers

Software advice, training and support from Sage and our Business Partners

To find out how Sage can help, call **0845 111 99 88**
or visit www.sage.co.uk/manufacturing

For more information, please contact your Sage Business Partner:



Or call the Sage Business Development Team on 0845 111 99 88

POWER TO RUN YOUR BUSINESS

The Sage logo consists of the word "sage" in a white, lowercase, sans-serif font. The letters are closely spaced, and the 's' and 'a' are particularly prominent. The logo is set against a dark green rectangular background.

This publication is not intended to form any contract for computer software with Sage (UK) Limited or any of its subsidiaries ('Sage'). If you require a particular application or feature, the suitability of the Program should be verified.

We make every effort to ensure that the contents of this, and all other Sage publications, are correct and accurate. This publication is for information purposes only and is not intended to form the basis of any contract for the sale or purchase of the product being described. No liability for errors will be accepted.

Sage (UK) Limited
North Park,
Newcastle upon Tyne,
NE13 9AA

Tel 0845 111 9988
Fax 0845 245 0295
www.sage.co.uk/manufacturing