



**sage** Partner Summit

# Making the Complicated **SIMPLE**

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#SagePartnerSummit

STRONGER TOGETHER



# Outcome

## Make the complex simple

From **Challenge #1 – Simplifying Shipment Planning** we hope you:

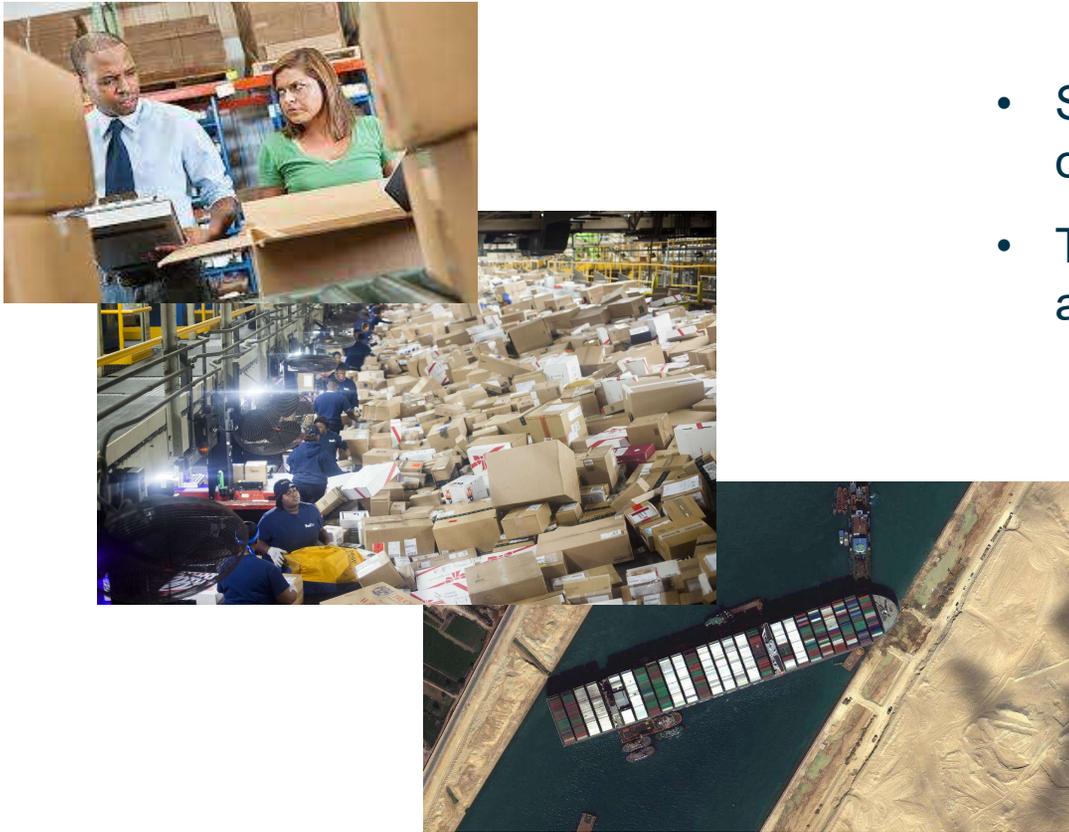
- Become familiar with the new Sage X3 North American VM image
- Become curious about utilizing the myriad of seeded tools available
- Tap into **out of the box** thinking using **in the box** tools to create meaningful solutions

From **Challenge #2 – Leveraging actionable data** we hope you:

- Become aware of different types of **dashboards & reports** you can build for demos
- Become familiar with key capabilities you can leverage to build these analytics
- Recognize that using actionable data and key reports & analytics critical to the prospect throughout a demonstration can differentiate your solution from the competition

# Making the complicated simple: Challenge #1 – Shipment Planning

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- Shipment planning is an often overlooked or neglected part of business planning.
- This lack of planning can lead to costly and in some cases disastrous results.

“The amateurs discuss tactics: the professionals discuss logistics”

~ Napoleon Bonaparte

# Challenge #1 – Simplifying Shipment Planning



## Sage X3 Partner

*“During discovery, we learned that our prospect has turned responsibility for shipping over to the inventory manager. He is not a shipping expert, does not have time to become one, and is frustrated because he does not have the tools to manage the process efficiently.*

*On top of all that, their customers and carriers are screaming for better communication and visibility into shipments.*

*We need to show we can make his life easier! Do you guys have any ideas?”*

## Presales team’s Solution

Sage X3’s easy-to-use Shipment Planning Workbench is the answer. It centralizes shipping information, includes a toolbar for quick access to common functions, enables the scheduling of shipments and carriers, and automates customer and carrier notification.

# Making the complicated simple:



## The second challenge – Leveraging Actionable Data



- Almost every prospect has challenges with getting timely and actionable insights from their business.
- This lack of visibility typically impacts most or all areas of the business.

“Without data, you are just another person with an opinion”

~ W. Edwards Deming

# Challenge #2 – Leveraging actionable data



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*“During discovery, we learned our prospect has three blind spots that are costing a significant amount of money:*

- 1. **Sizable unexplained waste during production.** They cannot measure the loss or the production yields.*
- 2. **Recent expiration of many products.** They have no visibility into stock to know what is soon to expire. Last year, they lost more than \$250k in spoilage.*
- 3. **Sales and production data are separate from financial data.** A key metric they use daily to measure business is revenue per M-Units sold and M-Units produced. The current system provides only monthly metrics and reporting requires tedious manual entry of operational metrics.*

*We need to show how we can address these reporting needs! Do you have any ideas?”*

## Presales team’s Solution

Show that Sage X3’s reporting and analytics solution easily produces reports and metrics. Demonstrate the final solution with a three-pronged approach to the use of business intelligence as a differentiator:

1. Introduce the use of business intelligence early
2. Reference relevant content continuously
3. Include a focused segment of data and analytics that includes pertinent customer examples

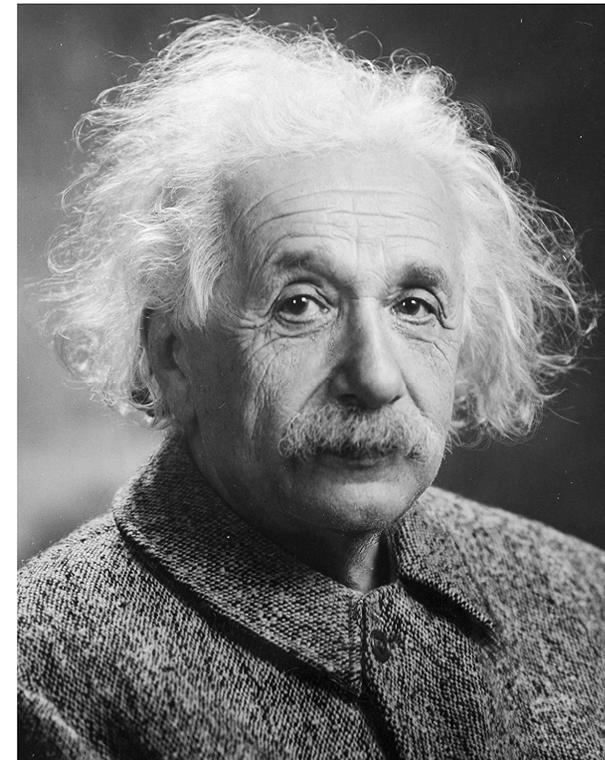
Be sure to emphasize centralized data access (smart modeling), simplicity (native tools and functions), and ease-of-access (direct access within Sage X3)

# Closing



“Genius is making complex ideas simple,  
not making simple ideas complex.”

— Albert Einstein





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Thank you

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