Contents

Sage X3 Deployment options
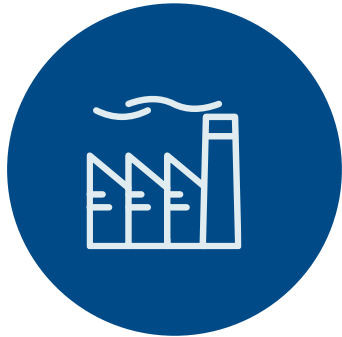
Sage X3 Cloud Options

Sage X3 Customization options

Summary

What are the Sage X3 deployment options?

Sage X3 Deployment options

On-premises / Traditional hosting

Partner Cloud-Hosted

Sage Public Cloud

Understanding the options

	On-premises	Partner Cloud-Hosted	Sage Public Cloud (SaaS)
Licensing model	Perpetual or Subscription	Subscription	Subscription
Infrastructure	Customer / Partner	Partner	Sage
Application	Customer / Partner	Partner	Sage
Certified	No	Yes	Yes
Tailoring & Configuration	Yes	Yes	Yes (some limits)
Customizations	Unlimited	Unlimited	Minor
ISV & 3rd Party add-ons	Yes	Yes	Limited
Integration & APIs	Web Services, GraphQL*	Web Services, GraphQL*	Data Integration API, GraphQL
Customer costs	Software, infrastructure, management, maintenance, staffing	Subscription and licensing	Subscription & licensing

Why do Customers want SaaS?

Mitigate risk

Enable agility

Drive Efficiency

"By year-end 2026, at least 80% of manufacturers worldwide will have adopted, or moved to, new, manufacturer-specific, cloud-native business applications."

Gartner: What Manufacturing CIOs Must Consider Before Adopting Cloud Applications – July 2020

Benefits of the Cloud

sage

Latest packaged solution

Scheduled updates

Resources on demand

Guaranteed service levels

Flexible working

Connected ecosystem

On-Premise to Cloud

API Integrations

Security and governance

Economy of scale

Long-term customer relationships

What are the Sage X3 cloud options?
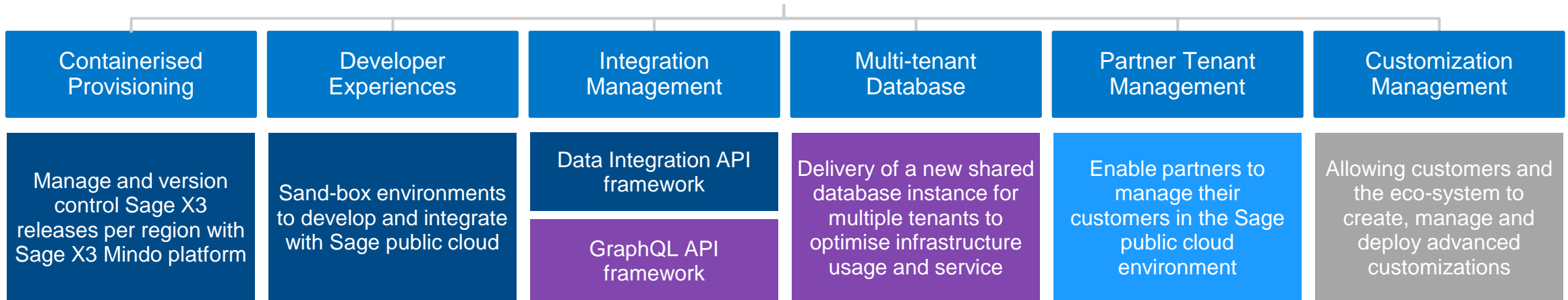
Sage X3 Public Cloud

Available today! Global public cloud offering

On the roadmap:

• Removing key barriers to entry

• Optimizing to deliver enhanced experience for customers and partners

Current
2021 R3
2022 R1
2022 R2

Shared-tenant public cloud | Multi-region | Multi-legislation | AWS infrastructure

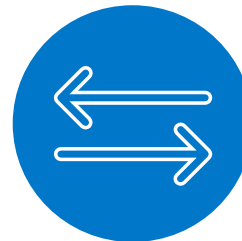| Containerised Provisioning	Developer Experiences	Integration Management	Multi-tenant Database	Partner Tenant Management	Customization Management
Manage and version control Sage X3 releases per region with Sage X3 Mindo platform	Sand-box environments to develop and integrate with Sage public cloud	Data Integration API framework GraphQL API framework	Delivery of a new shared database instance for multiple tenants to optimise infrastructure usage and service	Enable partners to manage their customers in the Sage public cloud environment	Allowing customers and the eco-system to create, manage and deploy advanced customizations

Sage X3 Cloud-Hosted

Cloud Choice
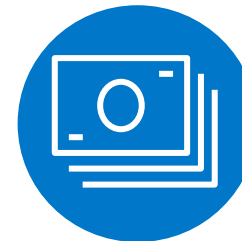
Tailored

Flexible

Cost Effective

Alliances

Customer Experience

Partner Cloud-Hosted Benefits & Value

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Drive more business	**Exceptional Customer Experience**	**Leverage Alliances**	**Be the best of breed**

Designed to enable partners and customers to reap the benefits of on-premise, all the benefits of cloud, without the limitations of either

sage **Partner** | **X3 Cloud-Hosted**

Become a Sage X3 Cloud-Hosted partner

sage

Demonstrate you meet the requirements specified by Sage, elements such as SLA's and security measures

Fully qualified Sage X3 Partner

Complete the security questionnaire, providing appropriate evidence for the hosting provider requirements.

Up to date with all the relevant training and certifications

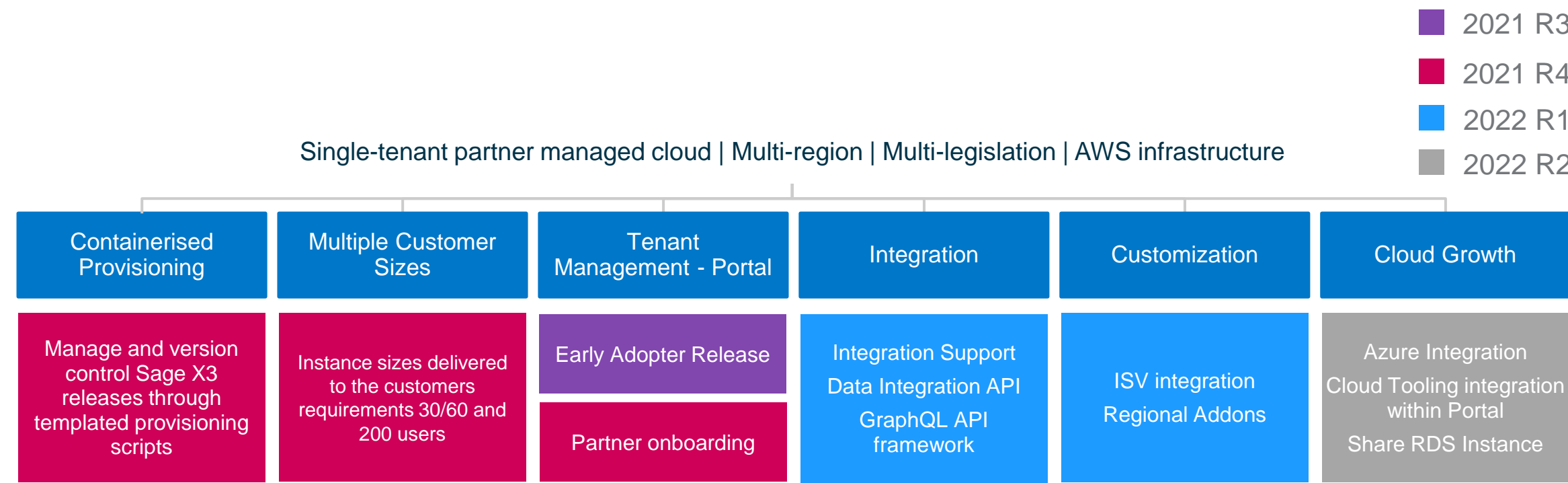Reviewed annually to support ongoing compliance

sage Partner | X3 Cloud-Hosted

Sage X3 Provisioning Portal

Enabling partners to provision and manage Sage X3 in AWS

Providing best in class Sage X3 architecture for multiple customer sizes

Support the cloud-hosted program to provide a best practice X3 templates

Legend	
🟪	2021 R3
🟥	2021 R4
🟦	2022 R1
⬜	2022 R2

Single-tenant partner managed cloud | Multi-region | Multi-legislation | AWS infrastructure

Containerised Provisioning	Multiple Customer Sizes	Tenant Management - Portal	Integration	Customization	Cloud Growth
Manage and version control Sage X3 releases through templated provisioning scripts	Instance sizes delivered to the customers requirements 30/60 and 200 users	Early Adopter Release Partner onboarding	Integration Support Data Integration API GraphQL API framework	ISV integration Regional Addons	Azure Integration Cloud Tooling integration within Portal Share RDS Instance

#SagePartnerSummit

STRONGER TOGETHER

Recap of what's available and when

**Sage X3
Public Cloud**

Available now

**Sage X3
Cloud-Hosted**

sage Partner | X3 Cloud-Hosted

Available now

**Sage X3
Provisioning Portal**

Coming soon

#SagePartnerSummit

STRONGER TOGETHER

What are the Sage X3 customization options?

STRONGER TOGETHER

Adabtable and customizable solution

UI Personalization

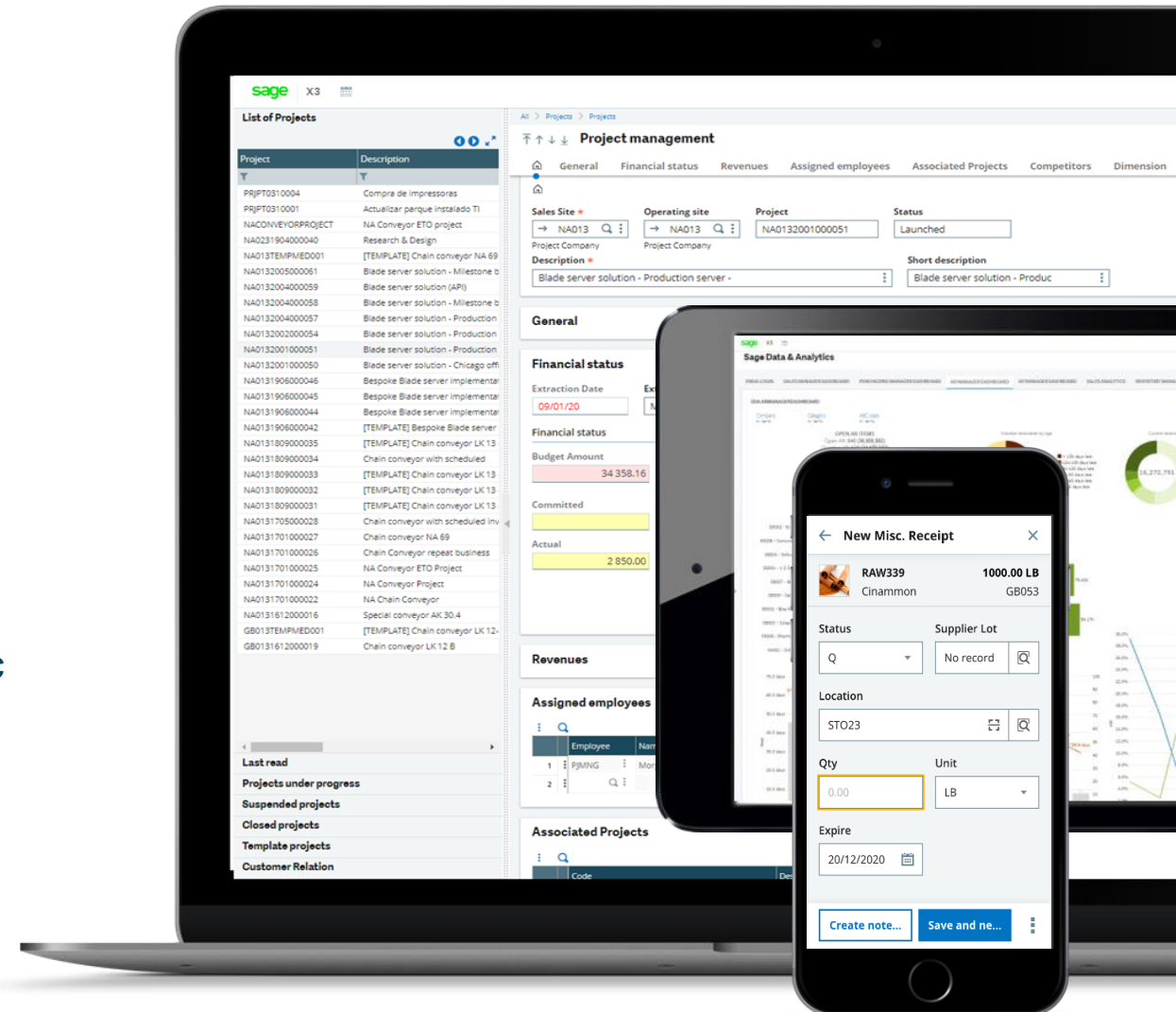User role and preferences

Company workflows

Business parameters

Data tables & business logic

Extend / modify business logic

Software integration

Adaptable and customizable solution

sage

Configuration

Add-on development

Screen customization

sage X3

A tailored offering

DB schema customization

Integrations

Scripting customization

- Configure dashboards
- Tailor reporting
- Set up Business Rules

Adaptable and customizable solution

sage

Configuration

Add-on development

Screen customization

sage X3
A tailored offering

Integrations

DB schema customization

Scripting customization

- Add new fields
- Adapt screens match business processes needs
- Create role specific screens

Adaptable and customizable solution

sage (logo)

sage X3

A tailored offering

Configuration

Screen customization

Add-on development

Database customization

Integrations

Scripting customization

- Add new fields/tables to the database

Adaptable and customizable solution

sage

A tailored offering

- Configuration
- Screen customization
- Database customization
- Scripting customization
- Integrations
- Add-on development

- Create new business rules
- Modify processes with new code

Adaptable and customizable solution

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sage X3

A tailored offering

- Webservices and APIs
- Connections to external applications

Configuration

Screen customization

Add-on development

Database customization

Integrations

Scripting customization

Adaptable and customizable solution

sage

Configuration

Screen customization

Add-on development

sage X3

A tailored offering

Integrations

Database customization

Scripting customization

- Localizations
- Industry extensions
- Functional extensions
- Last mile delivery
- ISV extension support

Adaptable and customizable solution

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sage X3
A tailored offering

- Configuration
- Screen customization
- Database customization
- Scripting customization
- Integrations
- Add-on development

Meet customers unique needs
Extend the solution

Sage X3 Deployment options
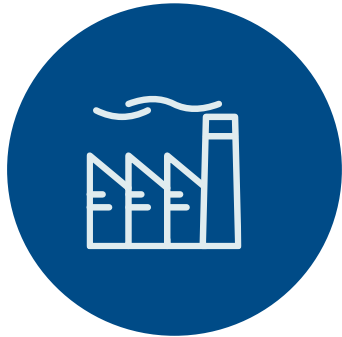
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**On-premises /
Traditional hosting**

**Partner
Cloud-Hosted**

**Sage Public
Cloud**

Want to know more?

Join the following sessions:

- Introduction to Sage X3
- Become familiar with the capabilities of Sage X3
- Deployment and customization options
- Business outcomes for customers
- Understanding what is in your kitbag

- Empower your customers and grow your business with Sage X3
- Making the complicated simple
- Sage University certification and program offerings

Check out the **Partner Hub** or **local Partner Portals**

and **Sage University** training

sage Partner Summit

Thank you