

Solutions for Industrial and Engineering

Accpac Solutions in Africa

It is impressive to know that after 20 years in Africa, Softline ACCPAC continues to deliver again and again in our ever changing world. A world that unflinchingly demands the highest level of service and latest technology to deliver lasting benefits and reduced cost of ownership. Softline ACCPAC provides this with a scalable set of solutions which allow you to grow, from the modular Sage ERP Accpac suites into our web based all-in-one ERP solution, Sage ERP X3.

Softline ACCPAC's suite of solutions follow your pace of growth, adapting to your unique requirements, deferring to your choice of database and deployment preferences while flexing with your organisational structure. Softline ACCPAC's range of mid-market and enterprise solutions provide full service enterprise management software capable of meeting the most elaborate business processes whilst remaining simple to use.

Softline ACCPAC solutions are powerful toolsets that help you confidently streamline time-consuming financial (GAAP and IFRS) and operational processes using advanced workflow, alerting and business process management technologies. Moreover, the breadth of Softline ACCPAC's solutions extend to supply chain management, warehousing/logistics, service management and mixed mode manufacturing with quality control and document management.

Needless to say Softline ACCPAC provides award winning CRM functionality as an integrated or stand alone offering to all our ERP customers delivering classic CRM components including sales force automation, customer care, marketing including emarketing and web self service portals.

Regardless of your role within your company or your business challenges, Softline ACCPAC has the right solutions for you to improve and extend your reach through collaboration with customers, suppliers and stakeholders to manage the entire lifecycle of a customer from first contact to final contract.



Solutions for Industrial and Engineering

Granular control in a large and distributed organisation.

In today's challenging conditions, companies require complete and expert coverage of the financial and operational functions to provide an integrated 360 degree view of the company's performance, financial accounting, stock control and customer management.

Sage ERP solutions provide business with the necessary financial and operational control measures, not only reducing the workload on users, but also improving reporting and analysis as well as optimizing stock inputs and outputs.

The key features that drive the success of an ERP implementation in this environment include:

• Daily accounting tasks and functionality

- o Fully integrated Debtors and Creditors modules from invoicing to purchase orders all the way back to the General Ledger.
- o Easy to navigate visual business processes allowing users to easily access functionality that is relevant to their tasks.
- o Graphical dashboarding allowing users to track key responsibility areas at a glance.
- o Powerful Multi-Currency and Inter Company Consolidation capabilities further easing the administrative burden on users.
- o Complete and secure Purchase Order processing, passing requests through the various levels and ensuring the correct people sign off on the required documents.
- o Complete Fixed Assets Management and Registers, allowing the necessary depth of control over company assets with full integration back into the General Ledger.
- o Sophisticated dimensions and analytical ledgers giving the ultimate financial analysis platform.
- o Manage receivables across the business by analysing payment histories to assist with payment optimisation developing critical insights into delays that put pressure on cash management.
- o Full reporting functionality with easily customizable excel report templates.

• Stock control

- o Powerful stock control with multiple bin, lot and batch tracking functionality.
- o Useful alternate items functionality, reducing the risk of losing business due to insufficient stock items.
- o Back to back ordering and the ability to drill through movement of stock items from Purchase order through to Sales invoice.
- o Serial number and bar-coding functionality further strengthening control of high value or unique items, giving business further insight into distribution information.
- o Integrated warehousing functionality for larger warehousing requirements that can cater for 3PL and 4PL requirements.
- o Integrated web portal interface allowing customers to place orders directly into the system, reducing turn-around times and speeding up delivery.
- o Comprehensive history available on items, customers and items that customers purchased, which further allows users to properly plan stock requirements.

• Customer Management

- o Full customer contact tracking giving users a full view of any interactions with customers, whether linked to opportunities or issues.
- o Powerful workflow engine giving sales managers the ability to accurately forecast on sales pipelines and hand accurate forecasts to the necessary departments.
- o Web based framework allowing users to work from anywhere in the world, further distributing the footprint of the sales team.
- o Integrated escalations engine, ensuring that quote expiries and issues that aren't resolved yet, are handled in the necessary timeframes and SLA conditions are met.



For more information please feel free to contact us on strategicsales@accpac.co.za, for a free needs assessment or product presentation tailored to your needs.