DIRECTIONS

Newsletter for Sage 100

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NEWS U CAN USE

Just Announced!

Sage Inventory Advisor Basics will be incorporated into Sage 100c in an upcoming version. **Download the spec sheet.**

What They're Saying

"Sage Inventory Advisor dramatically speeds up our forecasting process and makes it more reliable and more accurate. It is helping us prevent stock outs without overstocking and it has reduced the time I spend on monthly forecasting tasks from 40 hours to just one hour."

—Gael J.B. Orr,
Communications Manager
Once Again Nut Butter

Right-Sizing Inventory Levels
Sage Inventory Advisor Keeps You In Balance

Overstocking inventory cuts directly into your company's bottom line—yet stock outs are equally dangerous—perhaps more so as they can directly impact your customer satisfaction levels. Right-sizing inventory is a goal of every distributor and manufacturer, yet it is a challenging goal to achieve without the proper toolset. Sage Inventory Advisor is a secure, cloud-based subscription service that helps you reduce stock outs, excess inventory, and working capital. And it's affordable, fast to implement, and connects directly to your Sage 100 solution. Let's learn more.

Sage Inventory Advisor Benefits

A cloud-based solution, Sage Inventory Advisor integrates with Sage 100 to analyze inventory data and identify where the biggest improvements can be made. The software produces sophisticated but easy-to-use forecasts and replenishment recommendations in minutes. "What if" simulation is provided in an intuitive graphical user interface that makes analysis and forecasting fast and easy. As a result, early adopters of this software have been able to:

- Reduce excess inventory by 10%-15% and improve inventory turns
- Reduce working capital 15%-20%
- Improve fill rates by 2%-10% and eliminate stock-outs
- Reduce time spent on forecasting by as much as 50%

How it Works

Each night, Sage Inventory Advisor uploads data from your Sage 100 to the Sage cloud. In the morning, your browser delivers essential information, such as problem items needing attention, and recommendations for what needs to be ordered today, from a clear, concise dashboard. The dashboard also includes performance metrics, sophisticated forecasts, inventory projections, and min/max levels.

You can easily change forecasted quantities by simply dragging graphical data points to new positions on the chart. Recommended order quantities can also easily be revised upward or downward based on special situations. The recommended orders can then be sent back to Sage 100 for processing.

Feature Overview

There's so much to this product, you need to see it in action to appreciate its power. Here is a high level overview of that power:

Intuitive User Interface: The easy-to-use web and mobile interface uses standard

Sage Inventory Advisor

browser behavior with contextual information display for clarity.

Dashboard: Clearly displays KPIs such as stock holding, stock outs, potential stock outs, excess stock, and surplus orders. Lists top items requiring immediate attention.

Inventory Forecasting: Dynamic, graphical forecast engine facilitates forecasting and planning for future replenishment orders. Lists top under- and over-forecasted items.

Inventory Monitoring: Provides early warning of stock-outs, potential stock-outs, or surplus orders. Recommends optimal replenishment and automatically calculates min/max levels.

Classification Matrix: Classifies items into categories based on calculated metrics such as velocity, quantity sold/consumed, and value of sales/consumption, allowing users to rapidly identify and focus on important items.

Supplier Performance: Shows supplier performance through relevant charts.

Alerts: Schedule SMS and email warnings of items requiring attention.

Ordering Scheduling and Management: Displays orders to be placed based on item policies (stock levels, forecasts, etc.). Provides the ability to amend orders and send them back to Sage 100 for processing.

Measurable Value

Sage Inventory Advisor is surprisingly affordable, can be implemented quickly, and it requires no local hardware installation. **Read the story** of how one manufacturer achived a full ROI in under one year. Give us a call to schedule your personalized demonstration. ⭐

A Taxing Situation
Sales Tax Solutions for Manufacturers and Distributors

Manufacturers and distributors face unique challenges regarding the assessment, remittance, and reporting of sales and use tax. Among those challenges are:

- Potentially thousands of part numbers that can vary in taxability by state—or even cross taxability rules
- Ensuring the correct rate is charged and reports are filed correctly
- Selling both to resellers and consumers
- Drop shipping on behalf of distributors

- Managing use tax, direct pay permits, and exemption certificates

To successfully address these challenges, you need a consistent, accurate, and repeatable process surrounding sales and use tax. **And the best way to achieve consistent, accurate, and repeatable is through automation**.

Sage Sales Tax by Avalara integrates seamlessly into your Sage 100 application enabling you to accurately calculate and assess sales and use tax and file the appropriate reports.

In our continuing series on sales tax automation, we'll be hosting a webcast to consider how Sage Sales Tax can help manufacturers and distributors turn a taxing situation into just another successful business process. Other webcasts will cover related taxing issues—so be on the lookout for updated information and dates.

In the meantime, contact us to learn more about Sage Sales Tax. ⭐

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