

Sage X3 for Equipment Rental

sage



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Of all industries that will benefit from the digital age and IoT (Internet of Things) Equipment Rental companies are probably one of the best positioned to take full advantage and increase their competitive edge. Advancements in equipment technology such as embedded sensors mean you can move away from preventative maintenance to predictive maintenance. Real time monitoring of equipment has all sorts of beneficial implications, enabling you to plan accurately and timeously, save costs and undoubtedly impress your customers with improved service delivery. To be able to operate in this space in the very near future it's vital that you do the groundwork now by removing old legacy, traditional and monolithic ERP systems and replace them with a technology product, developed for companies to take full advantage of all things digital.

With Sage X3, you are choosing the next generation of business management solutions for the equipment rental sector. It's become clear that smart companies need to adopt new technology processes to transform equipment operations in order to be successful now AND in the years to come. Sage X3 will help you stay agile and meet whatever demands come your way.

Sage X3 runs your business faster than ever before, with a cohesive, enterprise-class solution to manage all of your core business processes—from financials, purchasing, budget and cost management right through to a full service costing and project management environment. It also accelerates collaboration and reporting, and delivers real-time insight into all costs and operational performance. Sage X3 is ready for you. Built-in functionality for best practice financial management combined with the ability to accommodate any of your unique rules and processes. It's also easily scalable—so you'll never run out of capacity again—and quickly adapts to your changing needs, driving efficiency and helping you manage costs and to make sure services are delivered on time and on budget.



Running your business does not have to be complicated

Get more done, faster.

Increase user productivity and accelerate adoption with an intuitive web user interface that users can easily personalize to work the way they do, driving efficiency and eliminating administrative overheads.

Go where your business takes you.

Access your data on mobile devices, manage costs and project statuses, approve purchases and view key performance indicators on the go, on any device. Sage X3 includes a complete mobile framework to deploy specific applications to your workforce on site or in the office.

Take back control over your processes.

Eliminate inefficiencies, ensure compliance, and streamline operations with end-to-end integration of your business processes to control costs and improve profits and controls.

Get the insight you need, when you need it.

Evaluate risks and monitor performance in real-time with user dashboards, self-service business intelligence and reporting tools delivered on premise, on mobile or in the cloud

Gain agility and focus on your business.

Take advantage of enterprise-class business management functionality, security, and scalability at a fraction of the cost and complexity of typical ERP systems. Simplify IT management and free up resources to focus on more important projects. Embrace the power of Sage X3 to easily manage unpredictable new requirements and manage change whilst delivering the desired level of quality and service.

One system, anywhere at anytime.

Reduce costs by implementing a single system for your engineering needs. Replace legacy systems that inhibit performance through duplicate processing, weak integrations and an over-reliance on spreadsheets to make decisions.

Integration made easy.

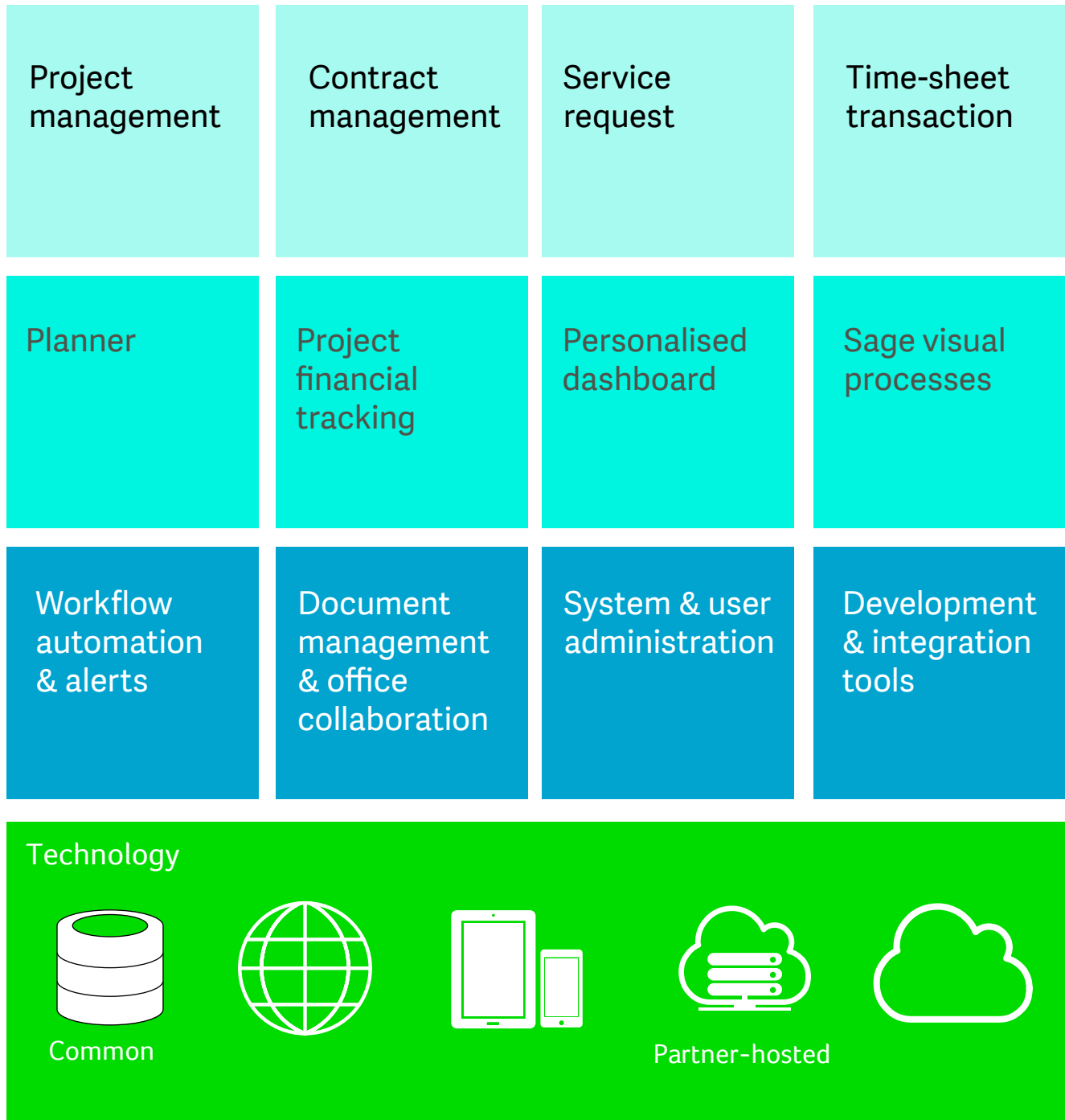
Over time, many equipment rental organizations have invested heavily in specific best-of-breed software solutions that are still required or that are needed as part of the transition phase to a new business management solution. Sage X3 delivers many integration possibilities, whether batch or real-time using web services or java based technology. Interfaces that may be required include connectors to project management or estimating tools as well as other operational systems such as procurement portals, existing payroll and HR solutions or custom applications to manage other lines of business needs.

Key features that drive the success in this environment

- Core financials with dimensional cost centre analysis to track and manage impact of initiatives
- Visual key performance indicators per role
- Bank and Cash management with full cash flow visibility
- Financial reporting with full roll-ups and consolidations
- Cost and analytical accounting with internal requisitions and cost/budget transfers
- Procurement including RFP management
- Budget commitments and planning with automated alerts and approvals
- Financial and operation asset management
- Project costing and management
- Integrated HRM and localized payroll
- Employee self service
- Projects and contracts
- Customer service management with call centre support
- Customer self service
- Real time reporting and analytics
- Role based workspace
- Embedded workflow automation and alerts
- Full audit capabilities
- Microsoft office integration
- Customization, integration and development platform
- Supports Oracle and Microsoft SQL
- Mobile Apps



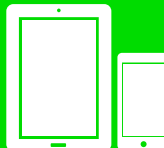
Sage X3 core business management capabilities and technology



Technology



Common



Partner-hosted



Sage X3 can scale to thousands of users and seamlessly integrate to external systems

There is an absolute need for the equipment rental industry to review systems now so that they can take full advantage of the technology to come. The ability to continuously gather real-time data around equipment in the field, operating conditions, environment and performance brings about huge benefits. This will enable you to proactively address service and repairs to underperforming equipment with the correctly skilled staff first time round. This information becomes invaluable by ensuring customer satisfaction through service innovation. Technology-savvy companies will recognise the advantages of all the above in order to increase profitability, remain agile and stay ahead.

Sage X3 is built to deliver both front and back office operations, running entirely in the browser and across any device. Sage X3 can scale to thousands of users and seamlessly integrate to external systems. Sage X3 is the natural choice to deliver an end to end service management solution using pre-defined business rules and processes together with a user experience that leads the market.

The fundamentals of the equipment rental industry have not changed – what will change is revolutionary technology that will undoubtedly turn the industry on its head





About Sage

Sage energizes the success of businesses and their communities around the world through the use of smart technology and the imagination of our people. Sage has reimagined business and brings energy, experience and technology to inspire our customers to fulfil their dreams. We work with a thriving community of entrepreneurs, business owners, tradespeople, accountants, partners and developers who drive the global economy. Sage is a FTSE 100 company with 14,000 employees in 24 countries. For more information, visit www.sage.com.

Sage X3

Sage X3 is Sage Group's global ERP solution for mid-sized companies and subsidiaries of large groups with international demands. For over 10 years Sage X3 has been a proven and comprehensive ERP solution addressing mid-market companies' specific requirements and challenges in industries from manufacturing and services, to distribution and many more. 5,100 customers in 100+ countries worldwide have chosen Sage X3 because helps companies grow forward with faster, simpler and flexible ERP. For further information, please visit: www.sagex3.com

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