SAGE PFW

Overview Brochure

sage software

Your business in mind.

Manufacturing Insights for Maximum Profitability and Productivity

Sage PFW ERP is an award-winning, comprehensive financial, distribution, and process manufacturing solution. It provides companies with 10 to 500 employees and $5 million to $150 million in revenues with a flexible, expandable architecture, and is particularly well suited for import/export and companies that want to utilize their software across country borders. Its process manufacturing modules add specifically targeted capabilities to boost production, maximize profits, and increase efficiency in your supply chain.

Sage PFW is the only software of its kind that was developed from the ground up to address the unique challenges of process manufacturing. Developed for process manufacturers in the paints and coatings, specialty chemical, food and beverage, adhesives/sealants, and pharmaceutical, cosmetics and fragrances, nutriceutical and life science industries, Sage PFW streamlines processing from formula research and development, to production and the printing of labels and MSDS. Flexible measurement and batch sizing capabilities ensure you minimize waste and maximize profitability.

In addition, this complete business management and process manufacturing solution uses an advanced three-tier architecture. Several tasks such as posting routines, reports, listings, and utilities optionally run on application servers instead of client workstations—reducing network traffic and bottlenecks. This increases user productivity and improves system performance.

Capitalize on powerful international business capabilities-multi-currencies, multiple companies, and consolidations in various languages and more. Best of all, this modular solution is flexible and scalable, providing the ability to integrate and customize the system to easily satisfy both common and specific business requirements in most any industry.

Every day, hundreds of process manufacturers around the word, rely on the power and performance of Sage PFW for the competitive edge they need to succeed.

Built for Process Manufacturing

Are you tired of trying to fit a square peg into a round hole? Most manufacturing solutions are centered around bill of materials, work centers, and raw materials that are tracked by a single unit of measure—areas that are not pertinent to process manufacturers. In the distinctive process manufacturing arena you need a solution that fits your unique requirements—a system that speaks your language. The key is a solution as individual as your business, centered on formula/recipe management, multiple and precise units of measure, quality control, lot tracking, material properties, material safety and government compliance—now we are talking process manufacturing! Sage PFW is the key that will unlock the answers to the business challenges inherent to process manufacturing industries. From secure formula/recipe management through production and every step in-between, Sage PFW offers the tools you need to effectively manage your business.

Secure Formula/Recipe Management

At Sage PFW we understand that your formula/recipes are the lifeline of your business. With Sage PFW you can rest assured knowing only authorized personnel know the secret ingredients in all of your formulations. Sophisticated, group and user level security protects your proprietary data from unauthorized access. You can even safeguard your highly sensitive formulation data from manipulation by authorized users. Envision having all of your formulas/recipe details in one secure place and empowering only select employees with the ability to approve and manage them with insight.

Beyond mere formula management, the Sage PFW Formula module will simplify the often complex and cost-prohibitive formulation process. Begin with tracking all aspects of your formulas including materials, quantities, various units of measure in precise quantities, specifications, manufacturing instructions, quality control tests and target values, revision history, and much more. Mix in the speed, power and reliability of computerized formulation—which reduces errors and delivers a wealth of useful information quickly and accurately. Add interactive analysis tools, automated tasks, and sophisticated, customizable reporting. Now you can have the formula/recipe for thriving in the competitive process manufacturing industry—Sage PFW, of course!

Attain Maximum Profitability with Powerful Laboratory and Costing Functionality

Business prosperity depends on a visionary research and development team to conjure up new and improved, cost-effective products. Despite creative talent, time, and resources to deliver, even the most inspired concepts demand the necessary tools and execution. With Sage PFW, lab personnel can quickly transform ideas into profit-boosting products utilizing powerful, reliable computerized formulation. Instantaneously perform 'what-if' scenarios and analyze how changes will impact master formula physical properties. Change ingredients and quantities, reformulate products to meet specific targeted property values, and calculate a formula's physical properties in minutes. Additionally, interactive analysis tools make it easy to compare, view, and print multiple physical properties side-by-side. With Sage PFW you can also analyze your formulations based on associated costs.

"Sage PFW is the powerful competitive weapon we needed. We received everything that was promised, and are more satisfied with every day that passes."

David Warren, IT Director
Gemini Industries, Inc.

Versatile costing analysis allows you to finally stop compromising between performance and cost! Sage PFW delivers analytical capabilities to efficiently manage product costs—so you can maximize every penny without sacrificing quality. Interactive analysis tools reveal the associative costs related to manufacturing. Adjust labor, overhead, materials, and quantities on the fly and calculate how changes affect total product cost. Or quickly adjust the formula to gauge how the batch size influences per-unit costs. Narrow the gap between estimated and actual costs by first factoring variable inputs like materials, fixed and variable labor and overhead, loss factors, container and bill-of-materials items, and markup or margin. The ability to analyze costs theoretically, or from historical information is also within reach. Automatically reformulate mixtures to target a desired material cost, pinpoint inconsistencies between actual and estimated costs, and project your total product cost—all before manufacturing mixes a single material. Get the tools you need to transform your data into strategic, decision-making insights that will help you streamline the entire R&D process, shorten product development cycles, optimize resources, reduce waste and ultimately boost your bottom line. Your research, development, and laboratory technicians will thank you.

For More Information...

...about Sage PFW and reaching a higher level of productivity and profitability, please contact your local reseller, or call us directly, toll free at: **1-888-473-5135**. You can also visit our Web site at: **www.sagesoftware.com/pfw** or e-mail us at **sagepfwinfo@sage.com**

Take Control of your Operations

Finding the right balance between carrying expensive materials to ensure product availability and quick delivery, and minimizing stocking levels and inventory costs is like walking a tight rope. While walking the tight rope, the operations manager must not lose sight of any of the components in the business environment around him. Sage PFW can help achieve the necessary balance required to reduce costs and inventories, cut cycle times, and increase flexibility and responsiveness in areas such as planning, procurement, production scheduling, and order fulfillment.
The first component necessary to maintain balance is precise materials management. The Sage PFW Inventory Pro module tracks detailed raw, intermediate, finished good, and container information. For each item you can define multiple locations, various units of measure, extensive lot tracking details, quality control measurements, material physical properties, safety data, and more. Of course this detailed information is available for use by other Sage PFW modules as well, so you always have up-to-the-minute access to the details you need.

Of course the next three components go hand in hand—managing purchases, production, and sales is the most challenging aspect of maintaining balance in your operations. Luckily Sage PFW's Purchasing Pro, Order Entry Pro, and Production modules are available to keep your operations running smoothly. The synergy of the Sage PFW modules provide your employees with the current information and insights they need to make smarter, faster, more informed decisions. Each module handles the complex unit of measure requirements that are inherent in the processing manufacturing industry. You can count on the Purchasing Pro module to efficiently manage your purchasing processes so you can reap the benefits of lower costs, expedited deliveries, and enhanced vendor relationships. Once your raw materials arrive and production begins, you will want to take advantage of the Production module to minimize your down time and put you in control of production—while enhancing quality, service, and product safety. Extend the same level of quality to your customer care. The Order Entry Pro module will empower your personnel to take better care of your company's most valuable assets—your customers—by providing them with features that facilitate quick access to detailed customer information, pricing, quotes, orders, inventory statistics and more. Provide your staff with the tools they need for strategic planning and handling of crucial tasks. With Sage PFW you will have the competitive edge needed to thrive in the challenging process manufacturing industry.

When you tie all of the above components together with our Sage PFW Material Requirements Planning (MRP) module, your fantasy of always having sufficient inventory to meet your production demands, without incurring the excessive carrying costs, can become a reality. With the MRP application you can determine precisely when and how much material you need to purchase based on a time-phased analysis of sales orders, production orders, current inventory, and forecasts. Accurate, powerful, integrated, and reliable—it's everything you need from your process manufacturing software and more.

"Sage PFW software is the workhorse for our daily operations. All of our formulations are now done on computer. This saves an enormous amount of time, and provides a more accurate product for customers."

Mike Grivna, Senior Chemist
Sierra Corporation

Insightful Reporting Capabilities

Sage PFW transforms your data into the insights you need to more effectively manage your business. Use over 350 standard runtime reports or easily make modifications to suit your business needs. Sage PFW ships complete with one of the most powerful reporting tools on the market—Crystal Reports® Designer—which provides sophisticated customization functionality. Easily add your own specialized graphics, fonts, colors, and hyperlinks to e-mail and Web pages to create more effective presentation-quality reports. Sage PFW provides a customization hierarchy supporting custom reports at the organization and company level. The following lists some of the prevailing reports available from our process manufacturing suite of applications.

PURCHASING PRO
- Expected Deliveries
- Inventory Commitment
- Contract
- Purchase History
- Accrued Receipt
- Vendor Performance Analysis
- Open Order Report
- Requisition Report

PRODUCTION
- Critical Materials in Process
- Committed Production Orders
- Material Lot Number Explosion
- Finished Goods Lot Number Explosion
- Material Variance
- Formula Production
- Batches in Process
- Finished Goods in Process
- Lot Recall

MRP
- Gross Requirements
- Net Requirements
- MRP
- MSDS/Compliance

INVENTORY PRO
- Inventory Analysis
- Gross Profit
- Planning
- Valuation
- Sold Lot Number
- In-stock Lot Number
- Activity
- Price list

FORMULAS
- Formula History Summary
- Intermediates
- Material Where-Used
- Obsolete Formulas
- Formula History Detail
- Multi-Level Formula Ingredient
- Formula Status

LABORATORY
- Formula Physical Properties
- Physical Properties Search
- Physical Properties Analysis
- Formula Material Analysis

ORDER ENTRY PRO
- Open Orders
- Inventory Commitment
- Contracts
- Sales Analysis
- Commissions

COSTING
- Product Cost Summary
- Formula Material Cost Summary
- Historical vs. Theoretical Formula Loss
- Historical vs. Theoretical Formula Cost
- Detailed Product Cost
- Product Cost Analysis

MSDS
- Sara Title III Tier I
- Sara Title III Tier II
- Boilerplate Masterfile Variance
- Boilerplate Where-Used in Override
- Boilerplate Where-Used in Supplementary

MSDS & Labeling

Automated! Yes, that's right. Sage PFW offers robust Labeling and MSDS modules that ensure you never need to manually edit and enter information into a separate product. Not only will you save time by eliminating duplicate data entry, your labels and material safety data sheets will be accurate and reflect the latest changes every time you print, as the information is dynamically generated. The information is pulled directly from the Sage PFW modules. Sage PFW eliminates the complexities of MSDS and Label processing, saving you valuable resources—and costly fines!

Clearly the Best Choice for Your Software Needs

Sage PFW—the leading process manufacturing software comes to you from Sage Software, the world leader in providing powerful, easy to integrate business solutions. Combined with its multi-national parent company, Sage has established itself as a global presence over the last two decades.

Millions of discriminating customers and 26,000 resellers rely on Sage Software for their highly evolved business applications with reliable performance and smooth, cost effective upgrade paths.

Rest assured that our software is supported by a nationwide network of specialists who are your resources for implementation, training, service and support. For Sage PFW and Sage Software products—one source and one call take care of it all. We offer outstanding training classes, 24-hour online support, and award-winning technical support. From developing innovative products that anticipate our customers' changing needs to providing exceptional customer support, we are dedicated to surpassing expectations in all aspects of our business.

Scaled and tailored for your success

When your company experiences growth spurts, you need a system that grows with you and doesn't slow you down. Sage PFW was designed with scalability and flexibility in mind. You can seamlessly add modules, users, companies, vendors, customers, item keys, and currencies. Screens may be easily customized to match your business procedures and industry requirements.Customization Workbench enables you to make more extensive modifications, including language translations, integration of third-party programs and custom reports, and more.

Easy setup and solid security

Setup is a snap with Sage PFW. Wizards walk you through all the steps and help you to implement tight security controls, defining read/write access by user, groups of users, or by company. Define strict password configurations such as requiring a specific length, numeric, or special characters and password expiration controls. A comprehensive audit trail of data access and manipulation is provided by Pervasive AuditMaster. AuditMaster manages the security of your database so you can manage your company's time and resources more effectively.

Streamlined information access

All Sage PFW modules are integrated to share information, which keeps all records current and eliminates the need for time-consuming data entry replication. For example, when you enter a transaction in the Order Entry Pro module, it automatically updates Accounts Receivable and Inventory Pro. Powerful features such as our Financial Explorer and Universal Notes and Attachments provide you with critical information when you need it. Financial Explorer helps you perform comprehensive inquiries and drill downs from anywhere in the system and Universal Notes and Attachments serves as an online filing cabinet—linking critical information directly to where it is needed. Empower your employees with quick and easy access to the information that is vital to the success of your business.

Capitalize on global opportunities

Extensive inter-company, consolidations, and translation features make doing business in the global marketplace almost as easy as doing business in your own back yard. Transactions and accounts may be entered and maintained in any currency. Prices can automatically reflect active exchange rates, and currency translation is FASB 52 compliant. You can also automatically calculate VAT and GST taxes for various countries. In addition, Sage PFW supports both hard and soft consolidations for greater flexibility and control. The extensive multilingual and multicurrency capabilities of Sage PFW have made it the software of choice for businesses in over 90 countries.

A Solid Foundation, with the Flexibility you need

A solid foundation is critical, Sage PFW is constructed in Microsoft Visual Basic and backed by the powerful Pervasive.SQL database to ensure a secure, stable and easy to maintain environment—no database administrator required. The system is designed to facilitate usability, while offering maximum flexibility. Sage PFW's robust Business Desktop allows you to do business your way—easily create, rename, drag and drop tasks from one folder to another to match your business process. If your business process includes the use of spreadsheets and other documents daily, you can take advantage of the ability to add shortcuts and URLs to your task menu for quick access or to ensure the right task is completed at the right time.Sage PFW is built with the flexibility you need and a rock solid foundation to provide long-term solutions for all your business challenges.

Real Companies—Real Solutions

Challenge	*Solution*	*Results*
Welco Manufacturing Company was unable to achieve desired growth using index cards and spreadsheets to control financials and manufacturing data. Extra staff required to handle manual paperwork. EDI needed to bid work for larger companies.	Sage PFW, with full compliment of financial and process manufacturing modules, along with EDI interface from eBRIDGE Software.	Improved efficiencies that contributed to a 10% increase in growth without the need for additional staff. Automated 80% of all orders using EDI, facilitating new and continued business with major retailers like Wal-Mart, Sutherlands, and Menards.
Sierra Corporation's financial system was incompatible with its manufacturing system and could not calculate income or losses on individual products and therefore was inefficient.	Sage PFW financials, distribution and process manufacturing.	Seamless integration and automation from A to Z; precise, flexible formula management; automatic formulation updates to MSDS; improved batch consistency; instant data access; 50% cut in order processing time.
NuGen Technologies outgrew QuickBooks during its startup phase, and needed robust process flow software to support new biotechnical manufacturing operations.	Sage PFW full suite of integrated financials and process manufacturing modules.	Sage PFW is saving at least one Ph.D.-level headcount in manufacturing, plus additional employees in accounting, and supporting exponential corporate growth.
Bee Maid Honey, Limited's in-house financial system lacked batching and sophisticated inventory capabilities, and did not permit the tracking necessary for modern quality control.	Sage PFW financials and process manufacturing, permitting accurate knowledge of origination.	Financial reports now available on a monthly basis, for greater cost control. Flexibility in scheduling batch runs has reduced inventory levels in plants while maximizing inventory levels of finished goods in warehouses and distribution centers.
Prism Powder Coatings Limited's DOS-based manufacturing software was slow and cumbersome, resulting in delays in production decisions, waste, and higher inventory costs due to overordering.	Sage PFW with complete suite of core accounting and process manufacturing modules, integrating production and financial data.	Greater accuracy in the order process reduced the need for several people checking inventory. System shaved two days, work off of monthly closing tasks. Overall efficiencies improved by 20 percent.

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