

E-book

Are you ready for a business management solution that can take you to the next level?

A brief guide on knowing when it's time to switch to Sage 200

Sage

cpio



About this guide

Sage offers software to suit everyone. From the smallest start-ups to the biggest enterprises—and many businesses stick with us throughout that growth journey.

This means we're in a great position to help businesses identify when it's time to take their software up a gear. We've put together this short guide to help you do just that.



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Ambitious software for ambitious businesses

It can be hard to know when you've outgrown the software that makes your business tick.

If your company has undergone rapid growth, it's likely that you're using separate solutions to manage your supply chain, business intelligence, accounting processes, and more.

Switching to a single platform to manage all of the above can feel like a big step up and a sizable investment.



This is a story we hear a lot from finance and operations leaders



“Sure, there are a few inefficiencies in the way that we operate. Sure, I’d prefer it if my accounting software talked to my inventory tool, but nothing’s perfect and I’ve got other fish to fry.”

This way of thinking might be okay when you’re operating as a small or medium-sized business. Especially if you plan to stay at that size.

But if your business is expanding into new territories, opening new offices, and acquiring new customers at speed, then it’s highly likely that you need to enable that growth. The right business management software will help you consolidate systems to run a smarter, faster, more connected business.

You might even find that ‘a few inefficiencies’ are the difference between keeping your competitive edge... or blunting it.

In this guide, we’ll look at three common ways that businesses benefit from upgrading to Sage 200.

You know it's time to invest in business management software when...

Take a look at the questions in our checklist below. The more of them you answer “yes” to, the more likely that it's time for you to switch to Sage 200.

Pinpointing specific data is like finding a needle in a haystack	You need to make decisions (and take action) faster	Completing everyday tasks feels like cracking the Enigma code
Seen a rise in the quantity of data, reporting, and invoicing?	Wish you could enable faster decision making across the business?	Are employees slowed down by repetitive, manual tasks?
Finding it increasingly difficult to trace individual products or component parts?	Looking to streamline your finance and reporting processes?	Is staying compliant becoming more complex as the business expands?
Not sure if you're getting the best deal from your suppliers?	Finding you need more and more tools to operate effectively?	Are teams completing similar tasks in different ways?
Find out more>	Find out more>	Find out more>

Pinpointing specific data is like finding a needle in a haystack

Big Data is no longer big news. We've all had to learn to manage more information—from customer data to information about suppliers.

But many businesses are still experiencing growing pains in this area. For example, if your price and purchase data is difficult to search, you might be struggling to get the best deals from suppliers.



Or perhaps you're having trouble tracing individual products and component parts, like this manufacturer...

Current situation

Tinytoes launches a new child's car seat. The product sells well across the UK, but a supplier alerts management to a problem with the buckle that was used for one batch of car seats.

Tinytoes wants to contact the customers who bought a car seat from the faulty batch, but they struggle to work out which shop the batch went to. They find it even harder to track where the remaining car seats went during the sale, and there's no way they'll be able to connect the purchases to the right customers.

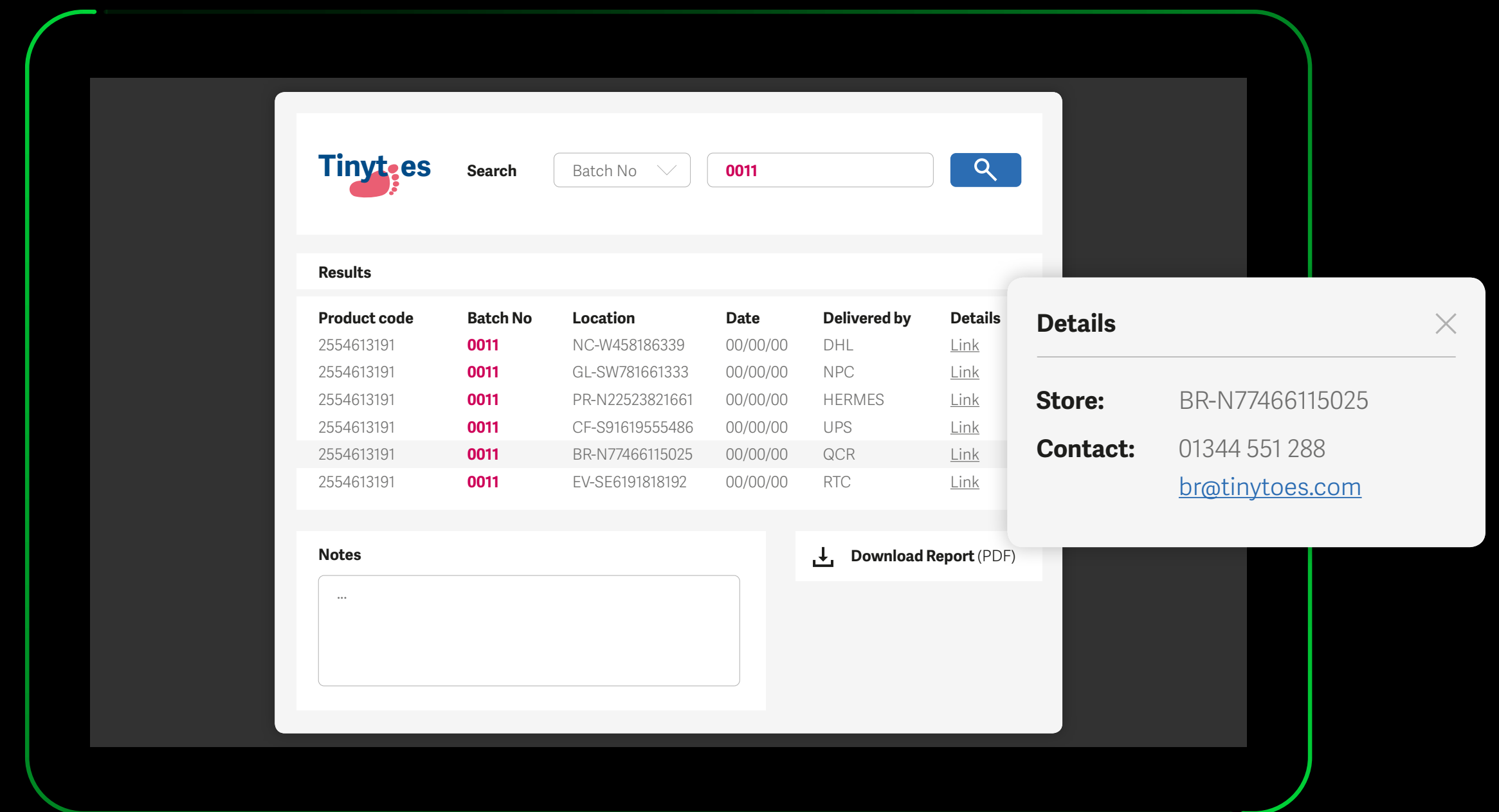
Within days, there are complaints on social media and Tinytoes' reputation has taken a hit...



All your data is accessible from a single platform

Business management software places you firmly in control of your stock and inventory. This will have a knock-on impact on your relationships with customers and suppliers.

Let's look at how Tinytoes does when they have access to all of their data from a single business management platform...



Experience with business management software

Tinytoes launches a new child's car seat. When a supplier raises an issue with the buckle, management are able to track the faulty batch using serial numbers.

They call up the affected stores and put a message out to customers, asking them to check the serial number on their recent purchase. The affected customers are identified quickly and accurately.

There are no complaints on social media. Tinytoes' reputation is safe.

You need to make decisions (and take action) faster

Sluggish processes and systems can make it difficult to adapt to customer demands, new legislation, and competitors.

And whilst it might be easy to stay agile when you're a small start-up, it's quite a challenge when you've got offices across the globe and a plethora of legacy systems.

We've created an illustrative example of how business management software can provide quick access to the insights you need to make better decisions.



Current situation

The buying manager at Happy Campers gets a great deal on raincoats. They send the coats to the stores they think are the most likely to sell them.

However, the weather takes a turn for the worst and demand for raincoats increases across all stores.

The merchandising team spends hours trying to work out how many coats each store has left. By the time they've got the full picture, the weather has changed, and Happy Campers has missed their chance to capitalise on a spike in demand.

Business decisions are made at lightning speed

The right business management software will make agility issues a thing of the past, by giving you a single platform from which you can access all of your data from different sources.

It plugs into your legacy systems, meaning there's no need for painful transformations. It also eradicates the need for hundreds of separate smaller tools.

Product	Sale date	Sale price	Sale location	Remaining
R-11234	00/00/00	£34.95	READING	60
R-88545	00/00/00	£54.95	READING	98
R-66987	00/00/00	£68.99	READING	110
R-55447	00/00/00	£21.99	READING	45
R-26587	00/00/00	£15.99	BASINGSTOKE	26
R-11234	00/00/00	£34.95	OXFORD	3

Experience with business management software

The buying manager at Happy Campers gets a great deal on raincoats. When the weather changes, the merchandising manager logs into the business management software to check which stores still have the raincoats.

He is able to see when each product has sold, how much it sold for and, crucially, how many are left at each store. Based on this information, he gives instructions to reallocate the stock to the stores that need it the most.

The raincoats sell out within a few days.

Completing everyday tasks feels like cracking the Enigma code



Do any of these scenarios sound familiar?

Ordinary financial jobs require extraordinary technical expertise. Tasks that should take five minutes take five hours. Every team works slightly differently, using slightly different tools.

When you're a small business, you might be able to put up with small inefficiencies. However, when your business grows, those inefficiencies tend to grow too—adding up to a significant waste of resources.

Current Situation

Pile it High has been operating in the UK for decades. Their finance manager used to be responsible for staying on top of regulatory changes. He was also happy to type the warehouse data into his reporting software manually.

But when Pile it High opened three new warehouses in three new countries, the finance manager's workload grew with the business. It became much more difficult for him to stay ahead of the regulatory changes and he didn't have time to manually enter data for four different sites—especially when he received that data in a slightly different format from each warehouse.

The finance manager does his best, but it's only a matter of time before something gives. And if it does, there's a risk that Pile it High will have a hefty fine to pay.

Everyday commerce runs like clockwork

Business management software will standardise your financial tasks—driving compliance.

It will also accelerate the time it takes to complete those tasks, connecting processes and people across the business.

Let's look again at Pile it High's predicament...



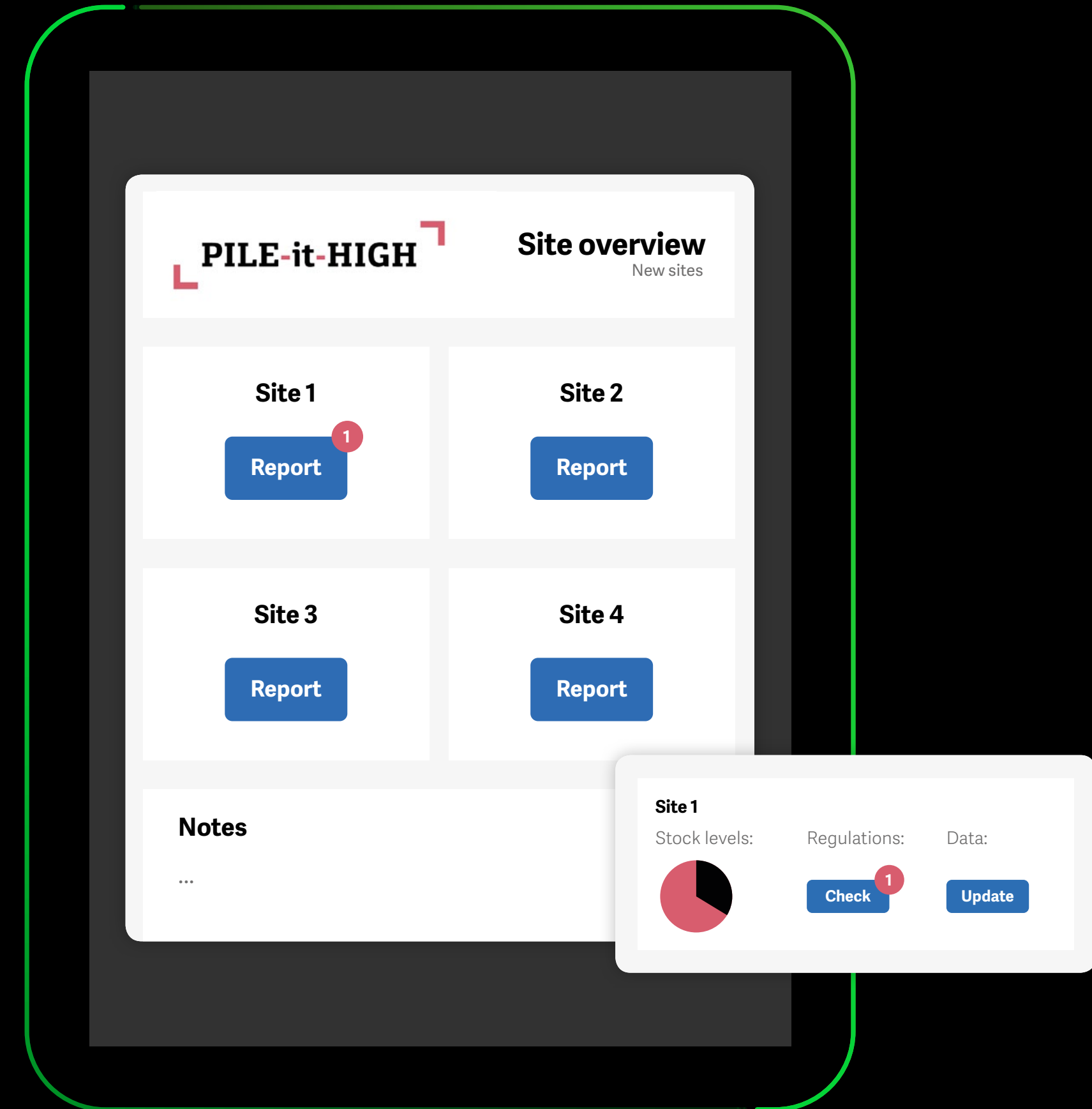
Experience with business management software

Pile it High has been operating in the UK for decades. When they open three new warehouses, they decide to invest in business management software.

This software connects all of their individual warehouse stock tools with their accounting system, meaning that the finance manager no longer needs to manually re-type anything. He sets up his reports in advance. Then, when he wants to generate a new report with real-time data, all it takes is a few clicks.

The business management software keeps the business compliant with current regulations, and also helps to keep him abreast of any upcoming changes or additions to those regulations.

The finance manager ends up having more time for his other tasks, and Pile it High benefits from faster, more accurate reporting.



Supercharge your growth with Sage 200

Sage 200 is a business management solution designed to support growing manufacturers, retailers, and service organisations.



It supports a connected way of doing business, integrating your accounting software with your stock, suppliers and distribution management.

Employees are empowered to find business insights—fast. Management gets a quick view of what is going on across the organisation.

Why Sage 200?



Manage your accounts, customers, manufacturing, supply chain, business intelligence and more—all from a single platform.



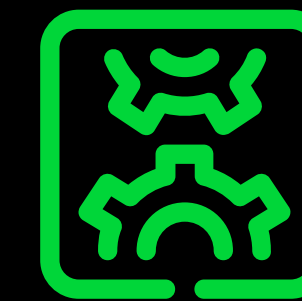
Streamline your processes so that they work effectively and efficiently at scale.



Scale up your financial capabilities, with the ability to span multiple locations and regions.



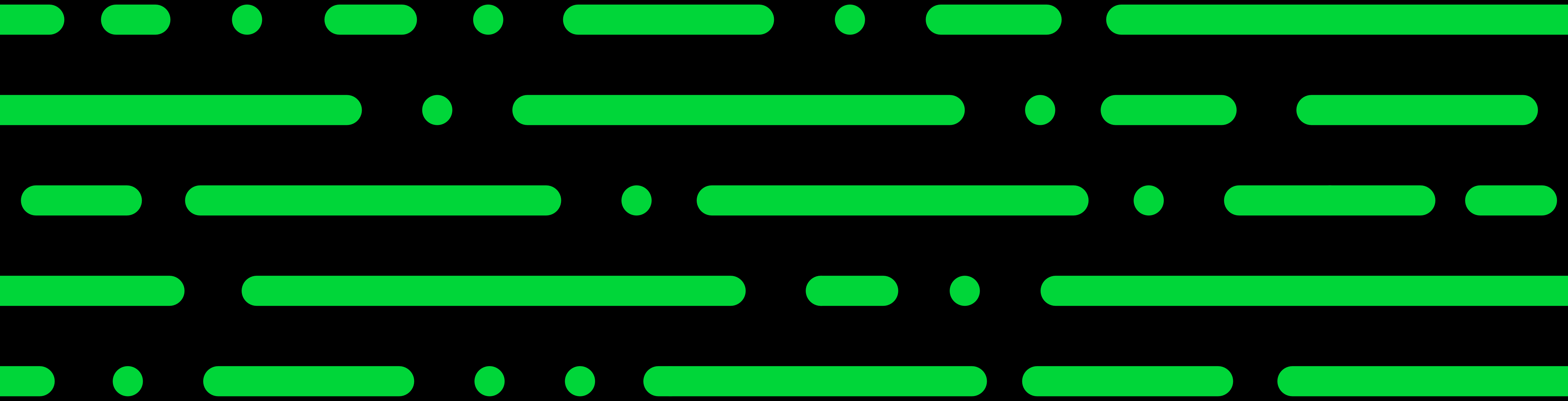
Stay ahead of changing markets, legislation and customer demands.



Tailor your business management solution to suit your individual company needs.

If you're ready to talk to a Sage 200 expert, please get in touch.

[**Request call back**](#)



<https://www.cpio.co.uk/sage-200-professional/>

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