

productsheet

## Wise 100 Business management

*Integrate your entire ecosystem into your management to increase profitability and productivity of your business*

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From quotes to invoicing, including supply and inventory\*, stay connected to your management processes and your ecosystem, whether you're in the office, working remotely or on the move, all with an on-premise or hosted.

### Accelerate your sales processes

Take advantage of an automated and chained invoicing process with full traceability. You enter your data only once, thus limiting the risk of error and unnecessary back and forth.

### Retain your customers and prospects through personalized follow-up

Centralize commercial history, financial information and all the elements needed to retain your customers and prospects and develop your business, including those from social networks.

### Rationalize your purchases and stocks

Reduce your purchasing and inventory costs by

just-in-time stock management and controlled supplies by defining mini/maxi stock levels.

### Optimize your pricing policy

Catalog management is simplified thanks to a database of fully customizable products and services: nomenclature, bundle, related items, substitute products, etc. You implement advanced pricing policies.

### Run your business with peace of mind<sup>(4)</sup>

In Excel with the Sage BI-Reporting option, you make informed and quick decisions thanks to customizable dashboards that can be updated in real time.

## Sage 100 in SaaS mode

### A flexible and scalable solution

- Reduced infrastructure costs
- Sizing of the service according to your needs
- Accessibility and availability of data
- Automated legal and functional updates
- Automatic backups
- Secure connection to European servers

### **Trust**

- > Manage your business with peace of mind thanks to dashboards and key indicators of your activity, local support and Sage services.
- > Sage 100 Commercial Management meets all legal requirements including the anti-fraud law and integrates the facilitating functions within the framework of the GDPR.

### **Connected**

- > In teleworking, on the move, simply access your solution and your data at any time, on all your devices.

### **Collaborative**

- > You optimize internal and external collaboration by centralizing invoices, documents and bank flows in a shared and secure workspace. You interact with your suppliers and partners via social networks.

### **Complete**

- > Sage 100 Commercial Management is part of a scalable and customizable management suite with à la carte options to adapt to your changing needs.

## Take advantage of a subscription offer tailored to you

The subscription offered for this solution gives access to this software and benefits from updates. This subscription is tacitly renewed at the end of 12 months.

### **You can also opt for the services adapted to your needs**

- Enjoy training benefits: unlimited e-learning courses included or discounts on training within your company or remotely.
- Our Support teams can be contacted directly by chat to provide you with tips and advice.

- > Sage 100 is connected with Microsoft 365, you can thus interact with your management data, on the move, from Microsoft business apps customized to meet your exact needs.
  - Sage Contact Outlook add-in<sup>(3)</sup> gives you access to your accounting and commercial customer data from your email interface.
  - The Power Automate/ Power Apps connector for Sage 100 publishes your business data to the Microsoft ecosystem, allowing you to intuitively build fully customized business workflows and mobile apps.
  - Your Sage 100 management documents can be shared and automatically filed in your company's secure Microsoft 365 storage space.
  - Representative protection limits access only to documents that concern them. It is also possible to prohibit the modification of sale prices in order to guarantee compliance with your pricing rules and preserve your margins.
- > Traceability: the application allows you to keep track of manual modifications and deletions of the main sensitive records such as item prices, delivery notes and invoices. A function reserved for the Administrator user group makes it possible to view the modifications and deletions made.
- > Online payment<sup>(1)</sup>: you can send your invoices and customer orders by email. The PDF of the commercial document includes a Pay Now button, and the email also offers a link to pay online by Paypal or Stripe.
- > VAT Anti-Fraud Law: you access an individual certificate of legal compliance in the event that your company falls within the scope of application of the Anti-Fraud Law on VAT.

## Fonctionnalités

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### Complete sales process management

- > Quick entry of commercial documents with automatic checks and calculations
  - Identification of items by their supplier reference or their barcode
  - Transformation without re-entry of commercial documents, from the estimate to the order, to the invoice, etc.
  - Automatic application of personalized prices, sales and promotions
  - Discount simulator, shipping grids
  - Creation of articles or third parties in document entry.
  - Multi-item entry
  - Confidentiality of the documents of each representative.
- > Taking into account approach costs and shipping costs
- > Support for all types of articles, whatever your activity:
  - Invoicing of products and services: unit items, bundles, nomenclatures, resources
  - Packaging management
  - Proposal of replacement items in case of out of stock

### Dematerialization of documents and orders<sup>(1)</sup>

- > Fast and secure sending of customer invoices and supplier orders
- > Monitoring of the invoicing process in real time guaranteeing
  - Traceability of the entire invoicing chain
  - Compliance with payment deadlines
- > Compliance with legal requirements for electronic invoicing

### Improved customer follow-up

- > Lead management
- > Application to each customer, or category of customers, of appropriate commercial conditions
- > Control of customer outstandings and application of restrictions in the event of overruns
- > Sharing customer information: contact details, history, etc.
- > Automatic recovery of administrative data by connected service, search for third parties and geolocation.
- > Consulting customer history, querying the account, setting up reminders

### Rationalization of purchases and stocks

- > Automatic calculation of purchase prices in CMUP, FIFO & LIFO
- > Simplification of catalog management with the import of supplier prices and the management of several references per item
- > Entry and exit movements, multi-depot management and inter-depot replenishment, depot-to-depot transfer
- > Complete chain of purchasing documents: purchase requests, orders, receipts and supplier invoices
- > Assistance in choosing suppliers according to the best price or the best delivery date
- > Just-in-time stock management thanks to the control of unavailability
- > Quick entry or automatic import of inventories
- > Edition of stock reports

### Connecting management tools with the ecosystem

- > Openness to social networks: Facebook, Twitter, LinkedIn
- > Openness to digital invoice platforms<sup>(1)</sup>
- > Native communication and data sharing with your other Sage 100 solutions: CRM<sup>(1)</sup>, Accounting, Decentralized Cash Entry<sup>(1)</sup>, CAPM<sup>(1)</sup>
- > Copy/Paste from Sage 100 Commercial Management lists to Excel®

### Sage BI-Reporting option<sup>(1)</sup>

- > Construction and production of your reports directly from the Excel® interface
- > Real-time data query on all of your Sage data
- > Conservation of your existing tables by automating them and creating new ones with ease
- > Complementary menu in Excel® giving access to wizards to design your reports
- > Flexibility of configuration with the criteria placed in the Excel® sheet
- > Optimization of calculations with the In-Memory engine
- > Audit trail to get down to finer information
- > Intelligent copying of the formula

## A la carte options to adapt to your activity:

- Ranges (sizes and colors)<sup>(2)</sup>
- Manufacturing<sup>(2)</sup>
- Supply Chain<sup>(2)</sup>
- Traceability (lots and series)<sup>(2)</sup>
- Calculation of the need for purchases<sup>(1)</sup>
- Purchase forecasts<sup>(1)</sup>
- Services<sup>(2)</sup>
- Microsoft 365 connector for:  
Sage Contact, Power Automate, Power Apps
- Office 365 document storage and sharing

Find out all about the options at: [www.sage.com/fr-fr/sage-100cloud](http://www.sage.com/fr-fr/sage-100cloud)

*(1) Not available in hosted version.*

*(2) Included by default in the hosted Premium version.*

*(3) Sage Contact links with Microsoft 365 Business Standard.*

*(4) only on the on premise and Cloud Partner versions.*

For more information and to be put in touch with an expert:

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[www.sage.com/fr-fr/sage-100cloud](http://www.sage.com/fr-fr/sage-100cloud)

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