## Sage

# Sage 300 ERP

**Website:** http://www.sagenorthamerica.com/
**Category: Mid-Range to SME Accounting and Business Management**

**Product: Sage 300 ERP**

## Best Fit

Small business 5 to 250+ users - general to advanced accounting needs
Industry-specific implementations, strong distribution, automotive and industrial compatibility
Easily scalable; selectable database at install time

## Strengths

Solid distribution

Strong multi-language multi-currency features

Business intelligence and reporting

Records-encrypted credit card information in selected modules

Print checks for multiple banks and languages when processing

Specifies a tax reporting currency and automatically calculates taxes in the source currency, functional currency, and the tax reporting currency

Uses enhanced integrity checker to verify that P/O committed amounts equal those displayed in contract maintenance

## Brief Product Description and Pricing

Sage went through a companywide rebranding in 2012, affecting North America product branding widely. More than just a rebranding, the applications reflect Sage's dedication to diverse and highly scalable solutions. The following will help those making the transition or wishing to identify both previous and new product designations.

| Sage 300 | |
|---|---|
| Sage ERP Accpac | Sage 300 ERP |
| Sage ERP Accpac 100 | Sage 300 Standard ERP |
| Sage ERP Accpac 200 | Sage 300 Advanced ERP |
| Sage ERP Accpac 500 | Sage 300 Premium ERP |
| Sage Timberline Office | Sage 300 Construction |
| Sage Timberline Enterprise | Sage 300 Trade Specialty |

Sage is well-recognized and respected worldwide, not only in the United States and Canada. The Sage 300 products range from mid-range, Sage 300 Standard ERP, to enterprise level, Sage 300 Premium ERP. It should be noted that the popular and powerful Timberline solution for construction and project management has been rebranded as part of the Sage 300 family as well.

In the age of cloud computing, Sage 300 ERP provides a powerful solution for either an on-premise or online implementation (as a hosted PaaS approach). Many Sage users are looking to blend both approaches to create a hybrid cloud solution that best meets the needs of remote locations and subsidiaries.

Like many of the solutions in this category of product, pricing varies widely. Sage 300 ERP is a concurrent user license approach versus named licenses, so user licenses are purchased based on the number of users who require access at one time. Implementing the Microsoft SQL Database also means Client Access Licenses (CALs) are needed for those users as well. Pricing for Sage 300 ERP Standard may begin in the mid-teen thousands while Advanced and Premium versions, depending on the number of users, could run in the tens of thousands of dollars. It is best to work with your accredited Sage account representative to determine what your pricing structure will be. Pay close attention to maintenance and upgrade fees and calculate the total five year cost of ownership. However, overall, we find that Sage pricing is very competitive. As always, focus on features and functions for your business and let price take care of itself.

## Technical Specifications

Most often implemented on a Microsoft Windows platform and Microsoft SQL Server; this solution may be implemented as Client, Client/Server, or Online Hosted. Implementation does require working with a knowledgeable and trained account representative. The implementation cycle may be from a few weeks to a few months depending on the size of the organization and features implanted. It is available as an IaaS/PaaS web-based solution via hosted services.

## Integration with Accounting and Ease of Setup

Additional solutions include those listed below.

- Sage CRM (Customer Relationship Management) – 1 user free with Sage 300
- Sage HRMS (Human Resources)
- Sage Fixed Assets (Government, Nonprofit, Canadian editions available)
- Sage Estimating (for Sage 300 Construction)

## Company History and Contact Information

Sage 300 represents a mature and well established solution, with deep roots in PC-based accounting at the SMB to Enterprise level. You may contact a Sage representative directly at 800-873-7282.

Sage 300 ERP may be better known as Accpac, whose origins go back over 30 years to 1976, when the company was known as the Basic Software Group. The product was founded in Vancouver by Don Thomson, Ted Comfoltey, Keith Wales, and Norm Francis. The company quickly gained recognition for its EasyWriter word processing program, then, in 1977, for its MS DOS-based accounting software products. These were marketed first as EasyBusiness Systems in Canada and then eventually in the United States from the early through mid-1980's. Read more detail on Sage 300 at Alan Salmon, K2 Enterprises Canada.