Sage Business Partners FAQ

Q: What is Sage ERP X3?
A: Sage ERP X3 provides mid-market up to large-enterprise manufacturers and distributors with mid- to high-end ERP software aimed at meeting the most elaborate business process, while remaining cost-effective, quick to implement and simple to use. Scaling up to more than 1,000 concurrent users, Sage ERP X3 also provides the existing Sage customers in that market with a robust growth path for the future, as well as the ability to support global expansion. Sage ERP X3 has more than 2,000 customers worldwide, with 140 in North America.

Q: Why are we integrating the operations now? Why didn't it happen in 2005?
When Sage Group acquired Adonix and the product now called Sage ERP X3, Sage Software was organized differently. Integration would have been challenging. Today, the clear focus of BMD allows for effective integration.

Q: How are the global sales of Sage ERP X3 managed?
A: In other regions around the world, Sage ERP X3 operations are managed within the local business, just as we are now doing in North America. As a result, both sales and support are local. Primary R&D is provided from the Sage ERP X3 global development center in France. This is similar to how the Sage Accpac global development center in Richmond, BC, supports its international colleagues.

Q: How does Sage ERP X3 compare to the Sage MAS or Sage Accpac ERP products?
A: All three products are ERP offerings well-suited for distribution and manufacturing. While each product has a number of characteristics that differentiate its sweet spot, Sage ERP X3 is more targeted at the upper end of Sage's offerings. In general, Sage ERP X3 can serve larger customers in terms of employee size, revenue size, and the need for software seats. As a result, the average selling price of a Sage ERP X3 installation is significantly higher than either Sage MAS 500 or Sage Accpac ERP. In addition, Sage ERP X3 is marketed in 30 countries and is able to support the needs of multinational firms.

Q: Where in the BMD organization will the team report?
A: Alex Attal and the majority of the Sage ERP X3 organization will report to Nina Smith. . Sales and marketing staff will be integrated directly with the rest of the BMD sales and marketing organizations.

Q: Will Sage ERP X3 continue to have a hybrid sales model? In what ways might it change?
A: Sage ERP X3 will continue to deploy a hybrid sales channel, with the objective to rely more and more on an increasing number of select North American partners who are willing to expand their market coverage to a higher-end solution and having the skills required to implement the Sage ERP X3 suite.

Q: If I am interested in being certified to carry Sage ERP X3, what should I do?
A: If you are interested in learning more about how to get involved with Sage ERP X3, please contact Steve Vukmaravich at steve.vukmaravich@adonix.com.