

Sage Business Intelligence



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“Our aim at Sage is to develop ever-improving software that supports small to medium-sized businesses – the backbone of our economy .”

Liam Mullaney, Managing Director,
Sage Ireland.

Sage Working for Business Intelligence

At Sage, we've been supporting businesses like yours with world-class business software for well over a quarter of a century. Over this time, we've built up a deep understanding of the needs of all sizes and types of business. Using this insight we constantly develop our products and services in order to meet customer requirements. With over 5.4 million Sage customers worldwide, the network of people relying on Sage systems is growing – many include your customers and suppliers.

As a leading supplier of software for businesses of all sizes, Sage is uniquely positioned to ensure you receive the maximum benefit from your business systems and data. Our Business Intelligence solutions enable you to extract real intelligence about the behaviours of your customers, markets, operations, suppliers, business performance and much more from data accumulated every day in the normal course of operations.



Helping overcome your business issues

Offering solutions for businesses from small to enterprise level organisations, our software is available in a range of Suites, including Sage 200 and Sage 1000. These suites include the software applications needed to manage the information and business processes across every part of your organisation; from buying stock, booking it in, marketing and selling it, to reporting on your business performance.

Until recently, cost and complexity put business intelligence applications beyond the reach of many companies. Now, Sage Business Intelligence solutions help organisations in all sectors to build a significant competitive advantage. We can help you gain greater control over these processes, enabling you to reflect and analyse whilst addressing business issues:

- Extract meaningful, timely intelligence from your data
- Identify historical trends and pinpoint areas of inefficiency
- Save time producing routine and ad hoc reports
- See a 360° view of your business, from sales and marketing figures, to stock and suppliers
- Quickly identify and investigate anomalies
- Produce professional, presentation-standard reports and dashboards
- Save time by eliminating the manual exporting and copying of data
- Inform strategic decisions allowing you to make faster, better informed and confident decisions
- Carry out reporting and analysis using familiar Microsoft Excel
- Handle large datasets as your requirements grow, through the scalability of Microsoft SQL Server Analysis Services

Our goal is to streamline processes and ensure you receive the maximum benefit from your business systems and data, helping your business run at optimum profitability. Our suites of software are designed to put you in total control of your business systems, whatever you sell.

A network of support

All of our customers are supported through a combination of our own unrivalled customer service and our close relationships with Business Partners and Developers. This ensures that you have the right support before, during and after implementation.

Whatever the pressures and challenges you face, the Sage suite will help you manage your finances, people, customers, stakeholders, suppliers, stock and operations more effectively. We'll help you to make optimum use of limited or expensive resources and be well positioned to plan your future success.



Integrated operations for a competitive advantage

Whilst efficient resource planning is pivotal to a successful business, being able to quickly analyse facts and spot developing issues can make all the difference to your profitability. Whether tracking costs across departments or defining items that make the most profit, having integrated software enables you to link your buying, finance, distribution and customer facing operations. This can help you gain that elusive competitive edge in the competitive retail and trading business arena.

By implementing a complete suite of software, your business will benefit from simplified ownership and a single point of contact and accountability. The components of the software suite are designed to work together.

Whatever the pressures and challenges you face, the suite will help you manage your finances, people, customers, stakeholders, suppliers, stock and operations more effectively. We'll help you to make optimum use of limited or expensive resources and be well positioned to plan your future success.

In short, no matter which of our Suites of business management software you choose a Sage suite puts you firmly in control.



Which Business Intelligence software is right for you?

If you thought Sage was only for small businesses, think again. We have different software designed to meet the changing needs of businesses of different sizes and complexity. This may range from small, single outlet companies, to large multiple site businesses employing hundreds of staff.

We offer a range of suites of software that have the functionality to allow you to coordinate your whole business, from core activities on which your business is based, such as customer transactions; to back-office processes such as accounting and forecasting; to marketing support such as campaign and pipeline management.

For ease we have classified the brochure into sections based on company size. Use the table below as a guide and then refer to the appropriate section in the brochure that represents your business the most.

The result: everything your organisation does is firmly focused on delivering the excellent service that keeps customers coming back to you rather than turning to the competition. Internally, you will start to see the benefits as processes flow into one another, staff work together more effectively, and managers have instant access to company-wide information.

	Medium Sized Businesses	Larger Businesses
Business Coverage	Regional/National	National/International
Number of sites	Larger single site and multiple branches	Larger single site and multiple branches
Recommended Suite	Sage 200	Sage 1000
Sage Business Intelligence Software	Sage 200 Business Intelligence	Sage Business Intelligence for Line 500 or Sage 1000

Intelligent Solutions for Intelligent Businesses

“In a data-rich world, businesses are inundated with information. Yet used strategically, it can guide decision making and boost performance. Business Intelligence is a key ingredient of success today, used by forward thinking organisations as a driver for business innovation. That’s why Business Intelligence is on every CIO’s must-have list” Gartner Business Intelligence Summit 2009.

With Sage Business Intelligence Solutions, you have a unified and integrated view of all your data, with complete management dashboards, and analysis. Applications such as sales and financial reporting, together with key performance indicator scorecards and ad hoc reporting, can be delivered to the desktop in minutes. Distribution via email or over the web provides managers with an easily accessible, comprehensive, and timely picture of your business wherever they are based.

Any organisation can benefit from a Sage Business Intelligence solution. You don’t have to be an existing Sage customer.

Increased control and agility

Whatever environment you operate in, Sage Business Intelligence Solutions can help you to pinpoint exceptions such as areas of high and low performance, identify inefficient processes and highlight exciting opportunities for innovation and business growth.

Your business will benefit from sharper management information. Your managers will be equipped to react faster to changing market conditions, and make decisions founded on solid analysis and deeper business insight.

Creating a 360° view of your business

With Sage Business Intelligence Solutions, you are able to collect and closely analyse your data in order to identify business trends, customer buying patterns, and areas for improving productivity. From the boardroom to the shop floor, you can drill to any level of detail, select and filter the data that’s relevant to you, explore ‘what if’ scenarios, and answer critical questions. Who are your top ten customers? What do they buy? When are they most likely to buy? Who’s selling to them?

You’re fully supported to make and analyse connections between different parts of your business. Your solution will rapidly provide answers to analytical queries that are multi-dimensional in nature, enabling you to ‘slice and dice’ the data in different ways, virtually instantaneously.

Based on industry-leading technology

Sage Business Intelligence Solutions are based on the familiar Microsoft platform, using Microsoft SQL Server Analysis Services. This not only combines your data for easy analysis but also centrally stores your business logic and key performance indicators, which are the formulas and calculations your organisation uses to measure performance. Data can then be accessed and ‘interrogated’ through an analysis tool like Microsoft Excel.

What could Sage Business Intelligence do for your business?

Help you to work smarter -

Typically, our customers use their solution to:

- Analyse data against numerous different bench marks
- Gain visibility of key performance indicators, including cost of sales and exceptions such as areas of high and low performance
- Access and analyse customer information, such as profitability and seasonal requirements
- Plan for business growth at minimal risk by:
 - analysing data from across the enterprise
 - identifying customer and product trends
 - highlighting additional revenue opportunities
- Respond with agility to a changing business climate through dramatically accelerated development of applications and reports
- Produce quick and easy management and financial reports and distribute these via email.

Provide cost-effective reporting and analysis

Sage Business Intelligence Solutions provide a complete set of reporting and analysis tools which are integrated with Excel. Reports can be saved in the Sage Business Intelligence *Web Server and then be made available immediately through a web browser to anyone else within – or outside – the organisation who needs interactive access.

Maximise your productivity and minimise costs

Our Sage Business Intelligence solutions are scalable to suit every size of organisation and grow in line with your requirements. With our support, your software will match your business needs exactly and will be closely aligned to your strategic and tactical objectives. You'll have the assurance of knowing that your solution is backed by our long term commitment to invest in new technologies that help you stay competitive.

Gain a rapid return on investment

Sage Business Intelligence includes everything you need to report on and analyse your data. Your managers can make a quick and easy start on planning, forecasting, scorecards, sales performance and financial reporting.

Share your business intelligence over the web*

A secure web server is incorporated which can be configured to reflect your own business brand to give it a familiar look and feel. The Sage Business Intelligence Web Server enables users to view and use their Excel reports and dashboards on the web and deploy these reports to a wider range of people, including those outside the organisation if required. No web deployment experience is necessary.

Here are some examples of how the Web Server can benefit your business:

- Users can view and interact with dashboards
- Fully integrated reports can be provided online
- Users reports in Excel can be deployed on the web
- The web server can link into other websites as a single portal

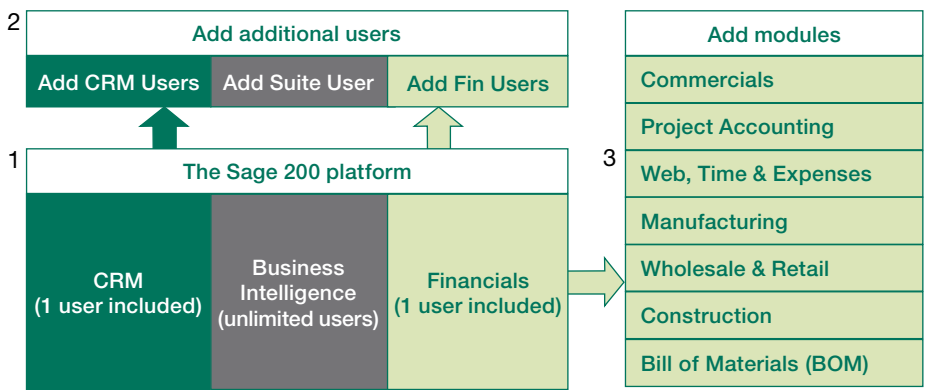
*Only available with Business Intelligence for Line 500 and Sage 1000

Business Intelligence for Medium Sized Businesses

Sage 200 is a comprehensive Suite of software designed to integrate all operations across your business. The Sage 200 suite includes the applications needed to manage information and processes in every part of your business.

The emphasis of the Sage 200 Suite is on integrated business process management. The Sage 200 Platform sits at the heart of the Suite, providing the solid, dependable foundation that you can build upon, taking the most appropriate software from the Sage 200 Suite to meet your business requirements.

The Sage 200 Platform is the base layer which is supplied to every customer who adopts Sage 200:



The Sage 200 Platform tightly integrates a strong financial and commercial system, a market leading CRM system and the analytical tools of our Business Intelligence (BI) system, providing efficiency and consistency across the business. This coupling of financial and customer information, alongside the ability to perform fast, effective analysis, enables business processes to be automated end-to-end, with essential data flowing throughout your organisation.

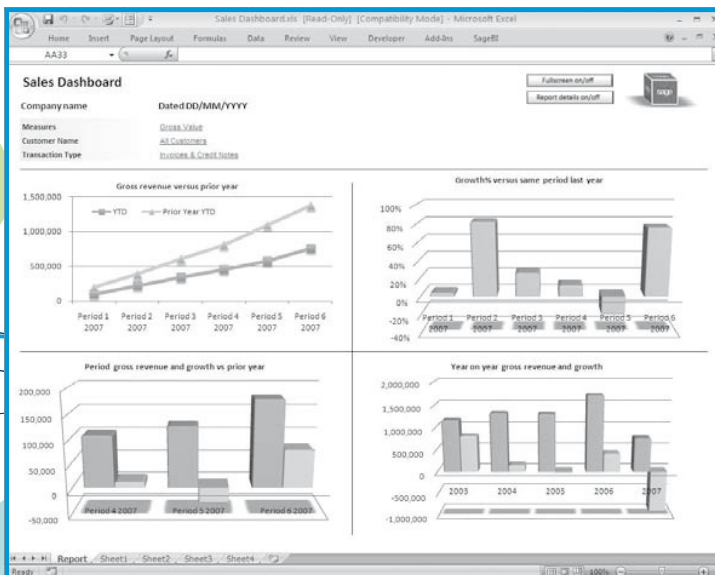
Sage 200 BI utilises powerful data, enabling you to extract real intelligence about your business from data accumulated every day in the normal course of operations. A cube is a set of data which uses pre-calculated measures and dimensions, enabling every available view of the data, allowing you to decide how to analyse your data in the way you want.

Sage 200 BI provides a powerful analysis and reporting tool which will transform your data into meaningful intelligence, ensuring you receive the maximum benefit from your business systems and data, helping organisations in all sectors to build a significant competitive advantage.

Sage 200 BI can be used and understood by all users, as there is no technical knowledge or pre-requisites required to use the tool - users can also customise and amend the predefined out of the box reports, allowing you greater reporting flexibility. Advanced users of Sage 200 BI can take reporting further by creating their own reports and dashboards from scratch, allowing Sage 200 BI to be customised to your individual requirements.

Key Benefits of Sage 200 Business Intelligence:

- Make faster, more informed and confident strategic decisions -**
 Sage 200 Business Intelligence (BI) is an easy to use product that allows quick access to Sage 200 data. Multi dimensional analysis means that data can be easily viewed from different angles. For example sales by region, customer and month.
- Reporting and analytics within the familiar Microsoft Excel environment -**
 Sage 200 BI brings business data into the familiar Microsoft Excel environment allowing quick analysis of company data from many different angles. The features of Excel, such as ease of formatting, calculations and macros can all be used to enhance the reports created using Sage 200 BI.
- Save essential time on reporting -**
 Sage 200 BI provides a superior alternative to complex spreadsheet reporting. Providing you with one version of the truth and reducing the need for complex time consuming spreadsheets which require manual intervention and manipulation.
- Save time with predefined reports out of the box -**
 Sage 200 BI is supplied with predefined reports allowing you to analyse and understand financial and commercial information within your Sage 200 solution. For example - Profit & Loss by cost centre and department, Sales by Customer by Month, Stock Valuation last 3 months, Trend In Overdue orders and Stock Movements by Product Group - and many more.
- Easy and fast deployment –**
 Sage 200 BI is a fast and easy tool to deploy across the business with minimal disruption. In the majority of cases a complete installation of Sage 200 BI takes less than an hour from beginning the installation process to viewing the standard predefined reports with data.
- Built using market leading Microsoft technology –**
 Sage 200 BI uses reliable Microsoft SQL Server Analysis Services which is a market leading OLAP (On-Line Analytical Processing) technology.
- Flexible layout options -**
 Allowing you to produce formal reports, you have the ability to layout all forms of reports exactly as you would within Microsoft Excel, inserting new rows and columns, and formatting reports using your Excel knowledge. You can also build professional dashboard reports with multiple linked queries and charts - see screenshot opposite as an example.



Sage 200 Business Intelligence Data Cubes

The strongest benefit of Sage 200 Business Intelligence is without doubt the powerful data cubes it provides. A cube is a set of data which uses pre-calculated measures and dimensions - enabling every available view of your financial and commercial data.

The powerful data cubes coupled with out of the box reports, and easy to use report wizard and layout editor, mean that you can decide which data you want and how you want to analyse that data to meet your own individual requirements.

Sage 200 BI comes with five financial data cubes and eight commercial data cubes. The table below is designed to show which data cubes are available and on which data you can report.

Sage 200 Financials Data Cubes				
Data Cube:	Enables Analysis of:	By:	Out of the box reports	Example scenario
Sales Cube	Sales Invoices and Credits values Settlement days	Customer Posted Accounting Period Transaction Date	Sales Dashboard Average Days to Pay Overdue Settlements by Invoice Month Total Bad Debt This Year Inactive Customers Top Customers Worst Paying Customers	Easily review the performance of the business in terms of sales e.g. spot areas of growth, review performance on prior year. Identify which customers spend the most, which ones have stopped buying and spot late payment trends.
Purchase Cube	Purchase Invoices and Credits values Settlement days	Supplier Posted Accounting Period Transaction Date	Top Suppliers Inactive Suppliers	Easily identify which suppliers you are spending the most with and which ones you have stopped buying from.
Aged Debt Cube	Outstanding sales invoices, grouped by ageing period	Customer 'As at' dates in the past or today	Outstanding Sales Invoices by Transaction Date Outstanding Sales Invoices by Due Date	Monitor how the age of debt is increasing or decreasing period to period. Identify customers who regularly have overdue invoices.
Aged Credit Cube	Outstanding purchase invoices, grouped by ageing period	Supplier 'As at' dates in the past or today	None –create user defined report.	Payments control staff can identify who has been waiting for payment the longest at different times of the year.
Finance Cube	Nominal Ledger movements, balances and budgets	Nominal Account Cost Centre Department Accounting Period Financial Statement	Balance Sheet Analysis Trial Balance Analysis P&L Analysis P&L by Cost Centre Analysis P&L by Dept Analysis Nominal Code Trend Analysis Cumulative Budget v Accruals Accounts with Variance Exceptions	Monitor how the business is performing against budget period by period, easily identifying variances and trends. An MD can see how the worth of the company has changed year to year. They can quickly drill down into the detail of each Cost Centre, Department and nominal account.

Sage 200 Commercials Data Cubes

Data Cube:	Enables Analysis of:	By:	Out of the box reports	Example scenario
SOP invoice credits	Sold quantity and value Returned quantity and value Estimated and realised profit on sales	Product Customer Stock Location Selling unit or Stock unit Invoice Date Accounting Period Trading Period	Most Profitable Customers Sales by Product Sales by Customer by Month Top 20 Selling Products 20 Least Profitable Products	Identifying trends in product lines, which are most popular, which are not selling, seasonal trends etc. Which items are being returned more than usual.
POP invoice credits	Purchased quantity and value Returned quantity and value	Product Supplier Location Buying unit or Stock unit Invoice Date Accounting Period Trading Period	Credits from Suppliers by Product Most Used Suppliers Purchasing Trends	Identify which products you purchase the most and associated suppliers to negotiate terms or find cheaper, alternative suppliers. Identify which product lines are being returned on a regular basis.
Stock Movement	Stock quantities and values moved in and out of stock Profit on issued stock	Product Stock Location Movement Type Movement Date Accounting Period Trading period	Stock Movements by Product Group Stock Consumption YTD Issued Stock Profitability Average Cost of Stock Added	Find which stock items are the most profitable. Identify stock that is used the most. See seasonal trends in stock movements.
Sales Order Book	Un-invoiced orders Un-despatched orders Orders due or overdue for delivery	Product Customer Stock Location Selling unit or Stock unit Promised Delivery Date 'As at' dates in the past or today	Order Book Status Year to Date Trend in Overdue Orders Orders for Future Delivery	Identifying seasonal trends in outstanding orders. Finding locations where orders are regularly overdue for delivery.
Sales Despatches	Quantity and value despatched Number of days to despatch and overdue despatches	Product Customer Location Selling unit or Stock unit	Time to Despatch Longest Despatch Times by Product Group Value of Overdue Despatches	Monitor proficiency of warehouse despatch process to meet customer delivery requirements.
Purchases Supply	Quantity and value received Number of days to receive and overdue deliveries	Product Supplier Location Buying unit or Stock unit	Time to Receive Longest Delivery Time by Supplier Average Value of Deliveries	Delve into data to investigate late deliveries of stock and supplier performance against deadlines.
Stock Levels *This cube allows a true retrospective stock valuation	Quantity and value of stock held Quantity allocated and on purchase order Quantity awaiting allocation to Sales Orders Age of stock held	Product Location 'As at' dates in the past or today	Stock Quantity at Last 4 Weeks Stock Valuation Last 3 Months Stock Shortages compared with Last Year Overstocked Products Average Age of Stock over time	Identify changes in stock valuation over time. Evaluate stock levels at different locations. Monitor the time stock has spent on the shelf.
Stock Discrepancies	Quantity of discrepancy Value of discrepancy Type of discrepancy (over/under)		Highest Value of Lost Stock Discrepancies by Month	Identify if discrepancies in stock are re-occurring. Which locations have the worst stock losses.

Retail and trading solutions for larger businesses

Within this market space Sage offers two Business Intelligence products:

- Sage Business Intelligence which integrates with Line 500 and Sage 1000 for mid market organisations. This solution includes an Excel Client, a Web Server and tools to build and modify cubes based on data from Line 500 and Sage 1000
- Our standalone Business Intelligence software for mid and enterprise sized organisations - Sage BI Enterprise edition. These solutions are not reliant on a Sage data source, therefore, Excel Client and Web Server products which can be used with any SQL Server Analysis Services or local cubes.

Sage Business Intelligence for Sage Line 500 and Sage 1000

Sage Business Intelligence for Line 500 and Sage 1000 helps you to present management reports and analysis from your Sage Line 500 or Sage 1000 software. It comes pre-loaded with the following data cubes:

- General ledger/Financial Reporting
- Sales Order Processing
- Purchase Order Processing
- Open Sales Orders
- All Sales Orders
- Stock History
- Stock

These data cubes form the base from which powerful reporting applications can be easily created from within Microsoft® Excel using the Sage Business Intelligence Excel add-in. These applications can then be deployed via Excel or over the web.

Sage Business Intelligence for Line 500 and Sage 1000 includes:

Sage Business Intelligence Excel Client

The Sage Business Intelligence Excel Client makes reporting and analysis of Sage Line 500 data cubes simple yet extremely powerful. Standard Profit & Loss and Balance Sheet reports with Drill Down and Drill Across functionality can be created in minutes, along with exception reports investigating your best/worst performing products or customers.



The Sage BI Excel client gives you the ability to analyse, interrogate and interpret your information effortlessly within the familiar environment of Microsoft Excel, which enables your staff to capitalise on their existing skills, and be able to create reports in minutes. Additionally, analysts can use powerful advanced features such as ad hoc slicing and dicing of the data to examine exceptions in more detail and to determine root causes of good or adverse business performance.

You can build dashboard reports with multiple linked queries and add charts, which can add extra value to a twelve month or multi year trend report. The Excel Client also has the ability to connect to multiple data sources with a workbook to enable the creation of dashboards showing different views of the business.

Sage Business Intelligence Web Server

With the addition of Sage Business Intelligence Enterprise Web Server, reports and dashboards designed in the Enterprise Excel edition can be saved and published over the web in minutes.

Once reports have been created in the Sage Business Intelligence Excel client, these reports can be easily published to the Sage Business Intelligence Web Server, allowing users to access the reports (including all formatting and any calculations added in Excel) from the simplicity of a standard web browser.

Reports can then be thoroughly analysed, with the functionality allowing you to drill up or down to the required level of detail.

Sage Business Intelligence Solution Builder

This piece of software connects to your Sage Line 500 or Sage 1000 database to build the Sage Business Intelligence data cubes without requiring any knowledge of the underlying technology. You simply tell it how you would like to analyse your business from a reporting perspective - for example by customer, supplier, product, etc. - and all the underlying connections are made for you.

Then, in just a few simple steps, you can add consolidation hierarchies and calculations including rolling three month averages and variance period on period.

Sage Business Intelligence Data Import Manager

Once the data cubes have been created, the Data Import Manager loads the data directly from Sage Line 500 or Sage 1000. Complete or partial updates can be easily initiated and scheduled.

There are no restrictions on historical data, so comparisons can be made over five or more years, when trending financial data.

Sage Business Intelligence Report Structure Manager

Your General Ledger stores all the account codes, however from a reporting perspective you may wish to roll sets of account codes into higher levels to simplify and optimise analysis and drill down paths.

You may wish to control signage of the data. For example, revenue should be reported as positive and control the way 'Actual v Budget' variances are calculated according to whether the variances are related to cost or revenue.

The Sage Business Intelligence Report Structure Manager makes such tasks trivial and the results update the data cubes easily to provide a far richer reporting experience.

Key Benefits of Sage Business Intelligence for Line 500 and Sage 1000:

- Make more informed business decisions - Identify trends and patterns in your data to gain a better understanding of your business and support future planning by identifying opportunities to increase revenue or reduce costs.
- Powerful applications and reporting solution - The power of Excel, Sage Business Intelligence, and the underlying scalability of Microsoft SQL Server Analysis Services, allows almost any end user operation to be undertaken, irrespective of size or complexity.
- Easy to understand and use - users know the business issues they are trying to address, so they can control directly how each application looks, feels and operates, and as it's an Excel application, it's easy to use.
- Respond to changing business needs - Users of Sage Business Intelligence can dramatically speed up the development of applications and reports and distribute them via email, through web publishing and to mobile applications.

Sage Business Intelligence Enterprise Edition

Sage Business Intelligence Enterprise Edition helps mid and enterprise-sized organisations to build significant competitive advantage, by identifying inefficient processes as well as opportunities for innovation and business growth. By leveraging and structuring existing business data, Sage Business Intelligence Enterprise Edition provides real intelligence about the behaviour of your markets, customers, operations, suppliers, business performance and much more.

Sage Business Intelligence Enterprise Excel Edition

Sage Business Intelligence Enterprise Excel Edition is a standalone tool which enables you to analyse and report on your business data, even non Sage ERP systems. Giving you the ability to analyse, interrogate and interpret your information effortlessly, it delivers 'one version of the truth', bringing together data from across the enterprise.

Sage Business Intelligence Enterprise Excel Edition runs as part of Excel, so your staff can capitalise on their existing skills, and create reports in minutes. It is intuitive to use, quick and easy to build, and extremely cost effective to deploy across the business either through Excel or a web browser.

Sage Business Intelligence Enterprise Web Edition

With the addition of Sage Business Intelligence Enterprise Web Server, reports and dashboards designed in the Enterprise Excel edition can be saved and published over the web in minutes. The reports can be thoroughly analysed, with users being able to drill up or down to the required level of detail.

All the original formatting of the original Excel worksheet is maintained. For truly mobile users the Web Server can deliver reports in HTML to allow interactive use from mobile devices such as PDAs and smartphones.

Centrally stored and managed applications can also be deployed across the business.

Key Benefits of Sage Business Intelligence Enterprise Edition

- Powerful applications and reporting solution - The power of Excel, Sage BI Enterprise Edition, and the underlying scalability of Microsoft SQL Server Analysis Services, allows almost any end user operation to be undertaken, irrespective of size or complexity.
- Easy to understand and use - users know the business issues they are trying to address, so they can control directly how each application looks, feels and operates, and as it's an Excel application, it's easy to use.



Support Services: Helping you get the most from Sage

The Sage Product Advice Team

If you need help in selecting the right Sage software for your business, you can phone one of our experienced Product Advisors. They will discuss your needs with you, provide you with detailed product information and, if appropriate, put you in touch with a local Sage Trained and Accredited Business Partner.

Sage Business Partners

Sage has an extensive network of Business Partners. These are situated throughout Ireland, so wherever your business is based, you can be sure of a local Sage Business Partner to demonstrate, install, train and support your Sage system.

Sage Business Partners combine in-depth industry expertise with a detailed knowledge of the Sage product range. They will meet with you, at your premises (if/when required), to discuss your needs and identify the most appropriate solution for your business. They will then help install it and ensure that it is configured to meet the specific requirements of your business. They can also advise you of any hardware requirements, help train your staff to use the new software and provide ongoing technical support.

To find out more, contact your Sage Business Partner, or call us directly on 1890 94 69 42.



For more information, please contact your Sage Business Partner:



To find out more about the full range of Sage 200 modules or to discuss how and when moving to Sage 200 will be right for you, talk to your Business Partner or contact us directly on 1890 94 69 42.

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If you're looking for a particular application, feature or service, please make sure that the Sage software/service you choose is right for you.

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