

## Big IWI News!

IWI has been selected as part of an elite group of business partners in North America as resellers for Sage ERP X3.

“Being selected as one of only a few Sage Partners authorized to sell and support the X3 product is a tremendous honor for IWI, and an amazing benefit to our clients,” stated John Sabaratnam of IWI. “We are very excited to add X3 to our product offering to enhance the solutions we can offer to our clients.”

Visit our website at <http://iwigroup.ca/sagex3.php> to learn more.

## Do You Need Help with Your Business?



IWI is here to save the day! Did you know we offer all of the following services?

- Networking
- Operating System Support
- Application Support
- Database Support
- IT Support
- Consulting Services
- Technical Support
- Booking
- Training
- And more!

To learn more about how we can help you, click on the services section of our website at [www.IWIGroup.ca](http://www.IWIGroup.ca), or call us directly at **1-866-916-3851**.

## Reasons to Consider Sage ERP X3

Since IWI has been selected to sell and support Sage ERP X3, we wanted to provide an overview on this amazing addition to our solution lineup. This is such a unique product it would be virtually impossible to sum it up here, so we decided to focus on the top reasons companies make the move to Sage ERP X3:



- **Functionality:** Looking for less complexity does not mean that you need less functionality. Sage ERP X3 provides your company with deep and broad first-class functionality, while remaining simple to implement and to use. Put together a list of your key requirements and look what systems are able to support them all within a simple, integrated design.
- **Integration:** Software integration does not mean just applications that work together. It also means that they exchange real-time information, share a common database and user interface and, more importantly, they evolve together. Only Sage ERP X3 gives you both rich and fully-integrated functionality in all areas of your business for accounting and financial management, purchasing, inventory, sales, customer relationship management AND manufacturing.
- **Scalability:** Evolution means the ability for your ERP system to grow with your business. Sage ERP X3's integrated design provides your company with all the functions it needs now and in the future at no additional license charge. You can simply activate the functions as you need them. It's all there from the beginning.

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## Top 5 Business Concerns Solved

While the economy trudges on, we see a sharper focus on areas of business that get a high return on investment. Businesses are asking for tools to help them make better decisions, increase their sales and cash flow in a fiercely competitive market. Enterprise Resource Planning (ERP) software can be the answer for many of these companies. Here are the ways that ERP addresses your top 5 business concerns.

1. **Strong Decision Making.** Making decisions is a difficult part of running a business. You need the latest data at your fingertips to decide determine how you can reduce your expenses or where you should expand. Enterprise Resource Planning (ERP) software holds a massive amount of data about your business but it is not valuable unless you can interpret it. Reports can give you visibility into your business in a variety of ways. Whether you prefer to see a list of numbers or a dynamic dashboard, options are available to you to quickly get the information you need to make those business decisions. The latest ERP software even gives users the capability to create a dashboard to display the information they are seeking.
2. **Increased Sales.** Leads come into your funnel through your sales and marketing efforts but you don't always know what happens to them once they have been entered. Customer Relationship Management (CRM) software, in conjunction with ERP, allows you to create a lead and then

## Learning Opportunities

### IWI Webinars

Don't miss our 1st Quarter IWI Webinar offerings! Registration is easy. From our home page, click on webinars, then the webinar listing you want to attend, and you'll be taken to a simple registration form.

#### Sage FAS

(February 7<sup>th</sup> 2012 10:00AM EST)

#### Sage ERP Accpac Financial

(February 14<sup>th</sup> 2012 10:00AM EST)

#### Sage HRMS

(February 21<sup>st</sup> 2012 12:00PM EST)

#### Sage ERP Accpac Inventory Management

(February 28<sup>th</sup> 2012 10:00AM EST)

#### Service Manager

(March 6<sup>th</sup> 2012 10:00AM EST)

#### What's New in Sage ERP Accpac v6

(March 13<sup>th</sup> 2012 1:00PM EST)



### Tips and Tricks Videos

If you use the Sage ERP Accpac Extended Enterprise Suite you'll want to check out our new Tricks and Tips videos. New Sage ERP Accpac and SageCRM videos are available on our website monthly. Visit [www.iwigroup.ca/tips\\_tricks.php](http://www.iwigroup.ca/tips_tricks.php) or click on the Tips and Tricks icon on the right side of our home page.

track it throughout the sales process. Most CRM software has customizable sales cycles so that your sales and marketing team can keep track as each step of it is completed. Once a sale has been made, the ERP system can link to CRM and display outstanding sales orders and quotes without leaving the CRM application.

3. **Inventory Control.** Losing inventory through simple data entry errors can cost a distribution or manufacturing company thousands of dollars each year. Today's ERP has advanced inventory control options that record information about the item and its ideal placement in the warehouse. Once inventory data has been entered, handheld units can be deployed with warehouse automation software. This software is linked to your ERP system and has the ability to track what is received and where it is located. Inventory accuracy can jump to as high as 99% once a warehouse automation system is deployed.
4. **Staying Competitive.** Knowledge is power where competition is concerned. ERP can give you mission critical insights into your business as a whole. When each department is on a disparate system, it can take weeks to assemble a consolidated data set. With ERP, you can view the effect of a new competitor with a few clicks of a mouse. Analyzing product sales and trends on a daily basis enables you to see what changes need to be made to beat out your competition.
5. **Increasing Cash Flow.** Once an order is invoiced, the time to payment is critical. ERP can help you increase the speed of collection by integrating credit card processing, giving you the ability to accept checks over the phone and auto-emailing your customers as a due date approaches. By giving your customers a variety of ways to pay, you avoid the "check is in the mail" response and speed up cash flow.

#### *Reasons to Consider Sage ERP X3 - Continued from page 1*

- **Web-native:** Web-native means that your system can be accessed the same way in both client/server and Web mode. Some ERP software systems may offer a customized Web connection to dedicated functions, but few can provide your company with the ability to operate the system locally or through the Web in the exact same fashion. Think of the advantage you could have with this advanced communicative architecture when expanding your business over multiple sites, or considering developing relationships with premier suppliers, partners or customers!
- **Multi-country by design:** Global trade requires global tools. Not only is Sage ERP X3 available in eight languages and legislations – including China – allowing users to access the system in their own language wherever they are, but country specific parameters, such as legal and market requirements, are centralized to offer a single global solution. Sage ERP X3 makes it easy to share common data and processes between different foreign sites or subsidiaries, while respecting their own specific usages and business rules.
- **Low cost of ownership:** With functionality and ease of use, cost of ownership might be among your first selection criteria. Sage ERP X3 was built to dramatically reduce the time of implementation and customization, while providing most of the advanced features you need. Reducing the cost from the implementation on is the best way to guarantee a faster return on investment!

**Contact IWI to learn more about any of the solutions presented here. Take the time today to focus on how to run your business better, faster and smarter to thrive in tomorrow's economy.**