

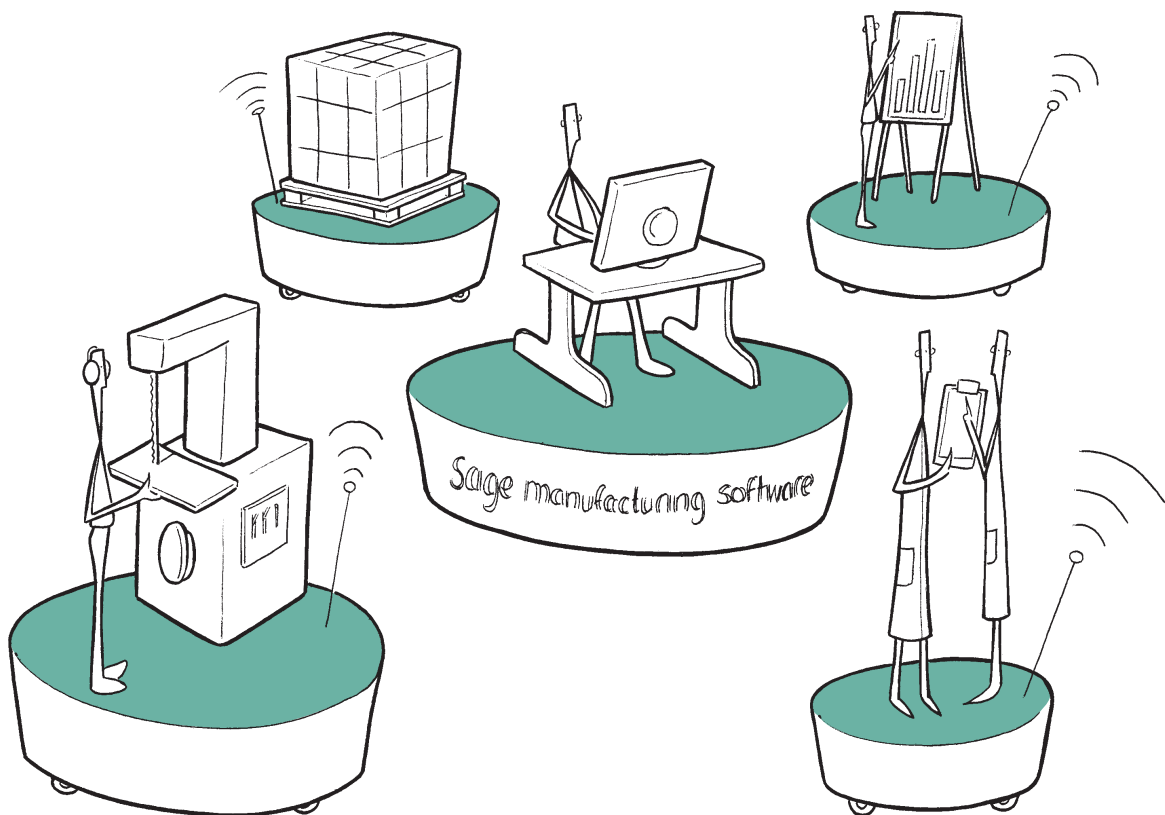
sage

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Manufacturing

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Manufacturing



**“Our extensive customer research shows that customers want suites of integrated software that work together across their business and their processes. With the Sage 200 Suite, we aim to provide our customers with that software, helping them to become as efficient as possible and gain real insights into what is happening in their business.”**

Brendan Flattery, Managing Director, Mid Market Division, Sage (UK) Limited.

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**Sage is one of the world's leading suppliers of business software and has been providing software and support to businesses like yours for more than 25 years. Over this time, we've built 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.**

## **A network of support**

Thanks to our unrivalled customer service and close relationships with Business Partners and Developers, we can provide the right business software for you – whatever the size and nature of your company. With over 5.5 million Sage customers worldwide - 700,000 in the UK - the network of people relying on Sage software is growing. You will find many of your customers and suppliers among them.

# Sage Working for Manufacturing

**In today's tough economic environment, particularly in the manufacturing industry, you need to remain competitive. With Sage 200 Manufacturing we can provide an ideal solution for manufacturing businesses that helps you control every stage of the manufacturing process from planning, materials and costs to tracking orders and collecting payment.**

Part of the Sage 200 Suite, our manufacturing software is built on the Microsoft® .NET platform and is a powerful manufacturing, financial and trading solution whether your manufacturing processes are simple or complex. Sage 200 Manufacturing offers the ideal 'out of the box' solution whether your manufacturing processes are simple or complex.

From estimating through planning and production management, Sage 200 Manufacturing software helps you to:

- Meet delivery times – by helping you control the production process.
- Manage your cash flow – by helping you keep track of stock and deliveries.
- Control product quality – by tracking items all the way through production and delivery.
- Reduce costs – by helping you become more efficient through improved planning.
- Optimise production – by helping to create a lean supply chain.
- Save time - by creating purchase orders and works orders automatically from Material Requirements Planning recommendations.
- Stay on track at every stage of production.

- Share information - see all the detail needed to stay in control of the supply chain, from raw materials to finished products.
- Track deliveries accurately with 2-way or 3-way Goods Received note (GRN) matching.

...and much more

## **Integrated Operations for a Competitive Advantage**

While efficient resource planning is pivotal to a successful manufacturer, being able to quickly analyse facts and spot developing issues can make all the difference to your profitability.

While tracking costs across departments or planning resources, having integrated software would enable you to link your buying, finance, distribution and customer facing operations.

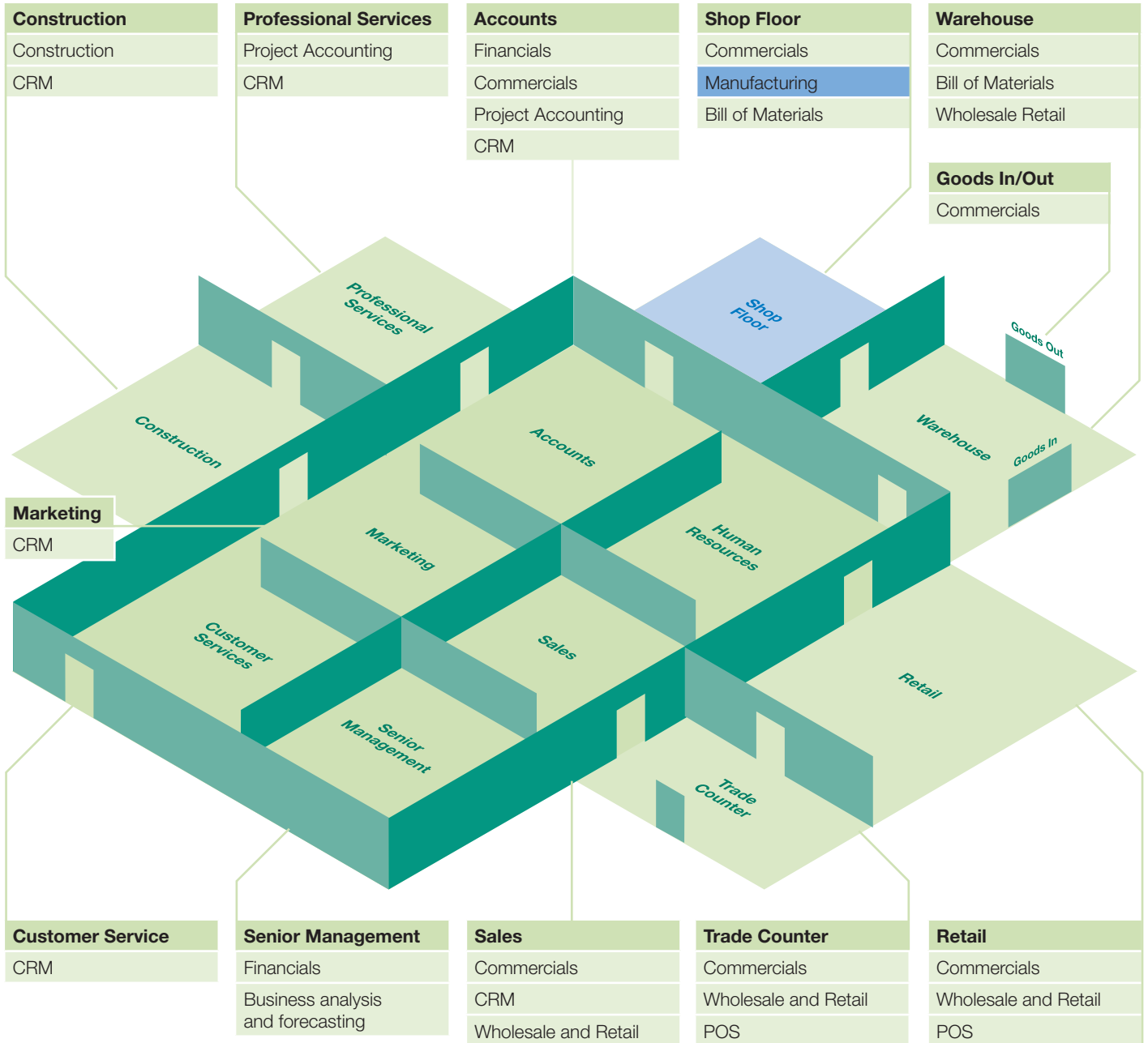
By implementing the complete suite of Sage 200 software, your business would benefit from simplified ownership and a single point of contact and accountability. The components of the suite are designed to work together, minimising interoperability issues.

Think how implementing the Sage 200 Suite would put you firmly in control of your entire business.

“Sage 200 Manufacturing gives us a window to a lot more information. It enables us to collect shop-floor information by product and by warehouse, perform more detailed costing analysis by cost centre, and plan and optimise resources by machine using the Graphical Planner tool.”

**Bushell & Meadows, Ian Mence**

The Sage 200 Suite provides integrated software for every part of your business, from accounting to customer service, from the shop floor to sales and professional services to retail.



**Notes**  
 CRM - Customer Relationship Management  
 POS - Point of Sale

# Sage 200 Manufacturing

## Bill of Materials

The Sage 200 Manufacturing Bill of Materials module helps you create detailed Bills of Materials (BOM) for all your manufactured products, no matter how many components you use. BOMs may, in turn, use other BOMs (sub-assemblies) within them to provide a multi-level, hierarchical structure.

The module is an integral part of the Sage 200 Manufacturing application, which enables you to:

- Avoid running short of materials by identifying shortages.
- Build products from multiple source warehouses.
- Manage all your machine, labour and sub-contracted operations.
- Plan your product build.

- Track build progress using the Operation Times module.
- Schedule your production with the Graphical Planner module.
- Keeps track of complex costs including sub-contract, piece-work and tooling.
- Save time by creating purchase orders automatically.

The Bill of Materials module enables you to define operations and activities performed by sub-contractors. These can be defined as batch or piece work operations recording and may include, for example, labour costs, machine setup costs, run costs and close-down costs.

'Operations' comprise the labour and machine processes required to manufacture a finished item or sub-assembly. For each operation, you specify the labour and machine

processes as well as the time required to complete the operation. This includes machine setup time. You can enter operation details individually each time you create a new BOM, or create a library of operations stored as templates in the 'Operations Register' to save time for subsequent use within BOMs.

Using it with the Trial Kitting function, you are able to check whether you have sufficient stock to build a quantity of any BOM. In addition, your production staff can identify shortages, and quickly raise purchase orders to cover these within the Purchase Order Processing module in Sage 200 Commercial.

Feature	Explanation	Benefit
Includes sub-contract and piece work operations	The Bill of Materials module enables you to define operations and activities performed by sub-contractors.	Schedule and cost off-site operations.
Operation templates and BOM copy function	The copy option allows you to quickly create a Bill of Materials. Operations comprise the labour and machine processes required to manufacture a finished item or sub-assembly. You can enter operation details individually each time you create a new BOM, or create a library of operations stored as templates in the Operations Register for subsequent use within BOMs.	Improves efficiency by allowing you to save time when entering new BOMs.
Trial Kitting and Maximum Build function	You can determine the current maximum build quantity for a BOM. Bill of Materials bases the build quantity upon the availability of current free stock. For each component, the system displays the quantity required, the quantity available, and the quantity that you can build.	Ensures users can quickly and easily identify the potential build quantity based on stock of products and components.
'Implosion' and 'Explosion' views	You can explode BOMs and view the component details within the BOMs, or you can implode the components to see which BOMs they lie within.	Provides an easy-to-use, visual representation of product components and levels in a 'where used' list.
Scrap allowances	Expected scrap or production losses can be recorded against an assembly or at component level.	Enables accurate costing taking likely scrap levels into account. Ensures component shortages do not arise due to production losses.
BOM Versioning	The Bill of Materials module has a version control facility, allowing you assign a status to any BOM that you create. The status determines how the BOM is used by the module. BOM versioning keeps control of amendments to product builds.	Your staff have greater control and the ability to maintain visibility of older 'versions' of the product for audit and spares provisioning.

## Estimating

In today's competitive environment, you need to minimise the time spent preparing complete and accurate estimates for your customers.

The Estimating module in Sage 200 Manufacturing is a powerful tool that helps you achieve this and also track every stage of production. Designed to assist in the production of estimates for one-off items or non-repetitive batches, it provides accurate and timely quotations of work. You can also create works orders, BOMs or sales orders from your estimates.

Information from the estimate is drawn from the stock records in the Stock Control module and from the Labour

Register, Machine Register and Operations Register. You can enter all expected costs for each stage of the job under each of the job cost types.

The estimating module allows you to:

- Produce quotes for multiple batch sizes.
- Create accurate estimates quickly.
- Convert estimates into works orders with ease.

Feature	Explanation	Benefit
Quantity breaks – quote for multiple batch sizes	You can build up an estimate using a variety of quantity breaks. You can alter the quantity and quickly see how the totals are affected. You also have the ability to cost the estimate and print the estimate details for any/all of the quantity breaks that you have entered.	Save time by using the same estimate to reflect different quantities and calculate the different costs. For example, by creating an estimate for 1000, 5000 and 10,000 of a particular item.
Print quotes directly from the module or via Microsoft Word ©	The information entered against an estimate can be printed using the configurable templates supplied or may be exported to Microsoft Word.	Provides flexibility and greater versatility by accessing all the specialised word processing features and formatting available within Microsoft Word ©
Successful estimates can be converted to jobs and processed through MRP	Estimates can be turned into jobs or into works orders without further data entry. By using works orders you can ensure that you have sufficient resources to complete the manufacture within the allotted time.	Take advantage of all MRP benefits, for example, use existing stocks, resource scheduling etc.
Unlimited estimating stages	Unlimited stages give you the ability to control your estimating process.	Increases flexibility and ensures that you are fully in control of your costs.
Actual vs. Estimates – summary/detail	You can view actuals vs. estimates on screen or by running a detailed report.	Ability to drill down to the detail.
Optionally create Works Orders, Sales Orders and BOMs directly from an Estimate	Without any further data entry, an estimate can optionally create Works Orders, Sales Orders and Bill of Materials records. In addition, you are prompted to create stock items for all of the non-stock items that exist on the estimate.	Fast option for simpler requirements and eliminates the need to re-key data.
Rapid order entry	The rapid order entry feature allows you to create estimates quickly and speeds up the creation of multiple estimates.	Allows your customer-facing staff to create quotes quickly and easily over the telephone.

# Planning

## Master Production Schedule (MPS)

The planning features in Sage 200 Manufacturing provide all the functionality you need to control material, labour and machine costs in a busy mixed mode manufacturing environment. The MPS function will smoothly control production planning, works order processing and resource management, with full traceability for materials tracking. MPS reads demands and creates a master production schedule for production of finished items and sub-assemblies that are sold separately. While reading demands, MPS looks at items that are:

- Outstanding from sales orders in the Sage 200 Sales Order Processing module.

- Marked for release in 'Make to Stock.'
- Unfulfilled in sales forecasts.
- Required to fulfil estimates in the Estimating module.

In addition, the MPS functionality also processes non manufactured items, such as those that have been bought, so that the Materials Requirements Planning module can facilitate back-to-back ordering.

## Material Requirements Planning (MRP)

This information is then processed through the MRP module. MRP looks at stock projections in relation to demands and generates appropriate recommendations by exploding

demands through the BOM levels to produce a series of 'make' or 'buy' recommendations. The MRP module makes recommendations after considering supplier and BOM lead times, stock levels, work in progress, on order quantities, minimum levels, batch sizing rules, locations of stock components and whether version control is being used.

Each stock item can have an unlimited number of alternative suppliers, along with lead times, cost prices, and suppliers' part numbers and minimum order quantity. Stock projection calculates predicted levels of selected stock items over any chosen time period. When you have accepted the recommendations, the program will automatically raise Works or Purchase Orders as appropriate. At this stage, you can also generate Work In Progress valuations that can be manually or automatically updated.

Feature	Explanation	Benefit
Automatic creation of Purchase and Works Orders	The MRP recommendations to 'make' and 'buy' products can be amended, filtered and sorted, combined or split and then actioned to automatically create Purchase and Works Orders.	Improved efficiency by saving time and eliminating the need to manually key data.
Powerful stock projection facility	View a list of predicted stock for all or a range of products in each time period. If Sage 200 is using multiple locations, you can also look at a range of products from an individual warehouse. You can see stock predictions for products below minimum level, those with negative stock, or those above maximum level. You can also drill down and look at the details for a particular stock item.	Gives you the advantage of identifying potential problems before they arise by providing full visibility and control over future stock levels.
Integrated with Sage 200 Graphical Planner.	Graphical Planner works alongside MRP. It shows, graphically, the schedule of work i.e. works orders and MRP 'make' recommendations, required to meet the demand.	Quickly and easily analyse the impact of changes to due delivery dates and/or quantities.
Multi-level tagging	Find and view all tags and exceptions with a particular recommendation reference, purchase order number, works order number or sales order number. The recommendation originally selected is displayed in bold and all other linked recommendations are shown in a tree view structure.	Answers the 'why are we making/buying this' question. Identifies which sales order(s) will be impacted when an item is late.

## Graphical Planner

Preactor International is the market leading specialist for planning and scheduling software. Working in partnership with Preactor, we have created a graphical planning tool that helps you to:

- Assess potential changes to production, by producing plans that show how, for example, adding overtime or extra shifts would affect deliveries.
- Produce flexible schedules that work forwards from a start date or backwards from a due date, to suit your needs.
- Identify resource issues easily and change plans to avoid hold ups.
- Choose the way you want to view completed jobs.



Feature	Explanation	Benefit
Integrated, single constraint planning tool	Working alongside MRP, it shows graphically, the schedule of work, i.e. works orders and MRP 'make' recommendations, required to meet demands and will allow your staff to create an optimised, achievable production plan.	Allows you to make the most efficient use of resources whether it be machines or labour.
'What-if' planning functions	Different plans can be produced and saved for the same set of demands, so you can assess the impact on resources, for example, if adding overtime or extra shifts. Production can be sequenced and schedules may be produced based either 'forwards' from a start date or 'backwards' from a due delivery date. You can view complete jobs by operation or individual resource schedules.	Compare and assess the impact of different plans, for example, adding extra shifts or machines. Resource bottlenecks can be easily identified and the plan manipulated as required.
Drag and drop operations on the graphical planning board	The Graphical Planner allows you to directly manipulate your production plan on the Gantt chart view by 'dragging and dropping' jobs onto alternative resources or different timescales. You can view complete jobs by operation or individual resource schedules. The Graphical Planner will automatically check and preserve the sequence of operations and dependencies between sub-assemblies and their components.	Easy manipulation of the plan allows the user to investigate alternatives and update the schedules.
View complete works orders or operation	You can view complete jobs by operation or individual resource schedules. This enables you to identify any delays and resource bottlenecks.	Presents an immediate, accurate visual representation for the easy identification of opportunities to improve delivery times.
Flexible, generic Preactor interface	The Sage generic interface has been designed to enable users of any Sage manufacturing software to take advantage of the added functionality available in the Preactor product range. This encompasses Multi-constraint scheduling, Advanced Planning and Scheduling (APS) and fully customised solutions.	Easy upgrade to higher level Preactor solutions with more sophisticated scheduling, and APS options if you have more complex production scheduling requirements.

## Works Order Processing

The Sage 200 Works Order module allows you to produce parts using components specified on the BOM or in the estimate, following the process specified on the operations.

Works orders can be created automatically from MRP recommendations or entered manually. Stock levels are automatically updated when you allocate and/or issue stock against the works orders. You can then

produce picking lists, route cards, operation cards and job sheets. On completion of the works orders, stock is automatically updated, enabling goods to be despatched immediately. There is also the facility to back flush through lower level sub-assemblies. This automatically issues all components through each of the levels and places finished items into stock.

The Works Order module allows you to:

- Save time by creating works orders automatically from MRP recommendations.
- Avoid errors by automatically updating your stock levels when you allocate or issue stock against orders.
- Improve efficiency by creating picking lists, route cards, operation cards and job sheets.
- Save time by creating a single delivery note from multiple sales orders.

Feature	Explanation	Benefit
Works Orders generated automatically from MRP or BOM Trial Kitting or entered manually	Works orders can be generated automatically in the following ways: <ul style="list-style-type: none"> <li>• Batch and one-off works orders generated from the MRP module.</li> <li>• Batch works orders generated automatically from the Trial Kitting window in the Bill of Materials module.</li> <li>• One-off works orders can be generated automatically from the Estimating module.</li> </ul>	Improves efficiency by removing the intensive manual process and reducing the risk of manual error.
Print Route Cards, Pick Lists and Works Orders	You can print four types of works order documents: Picking List, Route Card, Job Sheet and the Operation Card.  The picking list shows all the components required for the build, the quantity required, and the bin location of the component. The Route Card, Job Sheet and Operation Card show the same information in varying levels of detail.	Provides quick, accurate and clear instructions to production.
Optional multi-level backflush	The 'Backflushing' option enables users to complete a works order by issuing the raw materials retrospectively, (Single Level), or, if it is a top-level works order, to issue the materials retrospectively for all the works order sub-assemblies (Multi Level).	Simplifies transaction processing in high volume and fast moving assembly lines.
Accumulate actual labour costs through manual entry or using the Operation Times module	You can enter progress and times of operations against a works order. For works orders not created from an estimate (batch works orders), these entries are normally made using one of the works order documents, for example the Job Card, Route Card or Operation Card.  The Timesheets option offers the facility to post actual times and costs to works orders. The facilities offered here are very similar to those provided by Operation Times, but the information is entered from employee timesheets rather than Route Cards, Job Sheets or Operation Cards.	Enables you to maintain cost control, identify low contribution products and sustain realistic profit margins.
Record scrap of components and finished products	You can scrap traceable finished items and allow replacement materials to be issued. This may mean updating the production plan or raising new works orders or purchase orders to meet the original demand.	Enables your staff to accurately plan and cost out production.
Produce Certificates of Conformity	Confirms products are manufactured to ISO quality standards.	Prove your commitment to quality/attainment of quality standards.
Tight integration with Sage 200 Commercial	Works Order Allocations automatically update Sage 200 Stock Control.	Maintains accurate stock records automatically.

## Operation Times – Shop Floor Data Collection (SFDC)

Working alongside the Works Order module, the operations time functionality in Sage 200 Manufacturing allows you to work more efficiently. It can print barcodes

onto items such as route and operation cards, so that operators log their jobs with a scanner and the relevant works orders are automatically updated.

Feature	Explanation	Benefit
Log actual times against Works Orders	You can enter progress and times of operations against a works order. For works orders not created from an estimate (batch works orders), these entries are normally made using one of the works order documents, for example the Job Card, Route Card or Operation Card.	Removes the manual process of timesheets – providing easy, accurate time recording with minimal disruption on shop floor.
Actual vs. Estimate/ Standard	View the costs entered and see the variance against what you had estimated for an operation.	Provides you with accurate costing and calculation of a job's profitability.
Print work in progress reports	The comprehensive reporting options show all activities and costs recorded against a job.	Stay in control of your costs by reporting in as much or as little detail as you need at any time.
Update job information on the shop floor	Operating in either 'online' or 'retrospective' mode, your staff can enter job details, the time taken and the quantity completed using the keyboard or a barcode scanner.	Simple-to-use screens and scanner interface. Real time information promotes better decisions.



## Materials and Finished Product Traceability

Your customers are demanding products of an increasingly higher quality, and in many industries legislation and adherence to quality standards are becoming ever more

important. All this requires complete visibility across the supply chain.

Sage 200 Manufacturing helps you track material from receipt through your complete production process to despatch, no matter how many locations or components you use.

Feature	Explanation	Benefit
Full batch and serial number processing	The powerful 'Find' facility allows instant recall of any batch or serial number record. If your processes involve issuing a batch number or serial number to finished products, the software can record this, enabling you to trace it to the customers who received it.	Automatically maintains essential quality standards and detailed traceability
Allocate and Issue by batch/serial number	The ability to track the movement historically of materials used in production and manufacture of jobs, is normally by means of serial or batch numbers assigned to the items. If you are using traceability and you have set up the Stock Control module to allocate batch or serial numbers at despatch, you can select the traceable items manually, for which issues are to be made.	Provides flexibility by allowing the user to select which items are traceable.
Substitute one traceable component for another	When using traceable items, you may be required to substitute the batches actually used. This function facilitates the change and preserves the record or batch movements and the actual batches used.	Increases flexibility and reflects real-life situations.
Record all batches/serial numbers used in an individual Works Order	Traceability of goods is determined by the 'batch and serial numbered items' settings in the Stock Control module. Batch and serial numbers can be assigned when goods are received in the Purchase Order Processing and Sales Order Processing modules.  You are prompted to specify batch and serial numbers whenever you allocate or issue stock within the Works Order module. Batch and serial numbers are also created when completing works orders.	Fast and efficient. Find data faster than with a manual system.
Find all batch or serial numbers used in one finished item	Maintain a record of all batches and serial numbered items used in the production of a finished item.	Ensures your staff can quickly and easily find information. Supports product recall.

There is a Sage 200 module for every part of your business. Here are the highlights:

## **Sage 200 Financials**

Managing the day-to-day running of your business, the Financials module provide you with unrivalled business control and management reporting. It draws on information held in the Nominal Ledger, Cashbook, Sales and Purchase Ledgers.

## **Sage 200 Commercials**

Sage 200 Commercials adds Sales Order Processing, Purchase Order Processing, Stock Control and Price Book to the Financials modules. By integrating your accounting and trading modules, you can easily automate the delivery of customer orders with effective stock management for complete management control of your supply chain.

## **Sage 200 Project Accounting**

Sage 200 Project Accounting is a highly configurable and flexible costing module, ideally suited to businesses running projects or providing services. It can be adjusted to suit particular industry needs, whether the requirement is for a simple costing and analysis structure or for a more detailed one. Sage 200 Project Accounting provides you with in-depth analysis and reporting features, ensuring that projects remain on track and profit levels are maintained.

## **Sage 200 CRM**

Sage CRM is an internet-based Customer Relationship Management (CRM) solution, designed to bring the real benefits of CRM to your organisation. It's designed to be easy to use and deploy, affordable and packed with useful features. With Sage CRM, you can quickly analyse, manage and synchronise sales, marketing and customer service activities across all points of contact.

## **Sage 200 Construction**

Sage 200 Construction provides business-wide efficiency for companies operating in the construction sector. From helping you to keep within contract budgets, to complying with complex and ever-changing HMRC legislation, to reducing your costs and managing your cash flow, Sage 200 Construction is ideally suited to businesses with more complex contracting requirements. Many of your processes are supported, from receiving the initial enquiry to the final accounting, leaving you free to focus on building a profitable business.

## **Sage 200 Bill of Materials**

The Sage 200 BOM module follows your bill of materials process from beginning to end. It breaks down the manufacturing operation into easy-to-access areas, including materials, labour, machines, operations and reporting.

## **Sage 200 Point of Sale (POS)**

Sage 200 POS is an electronic point of-sale (EPOS) system suitable for any business that needs to conduct quick, accurate and secure transactions with its customers. Typical businesses already deploying Sage POS software include retailers, wholesalers, telesales operations, catering outlets, leisure centres and visitor attractions. User-friendly and fully customisable to suit your business processes, the software can be installed on a single till or on multiple tills at various locations. It supports hardware from several point of sale manufacturers.

## **Sage 200 Wholesale and Retail**

Designed to enhance Sage 200 Commercials with retail, wholesale and trade counter functionality, this module provides invaluable support for any business operating within these environments. It offers you a complete stores, retail and merchandising management system that will enhance your back-office control and point-of-sale effectiveness. In addition, Wholesale and Retail integrates with Sage 200 POS, so that changes in your stock file, prices and promotions need to be applied only in one system. This eliminates duplication of data entry and amendments.

# Sage 200 Suite

	Sage 200 Financials	Sage 200 Commercials	Sage 200 Project Accounting	Sage 200 CRM	Sage 200 Manufacturing	Sage 200 Bill of Materials	Sage 200 Wholesale and Retail	Sage 200 POS	Sage 200 Construction
Accounting and payroll	✓		✓						
Supply chain and distribution		✓		✓	✓	✓	✓		
Project management and billing	✓	✓	✓	✓					
Sales management		✓		✓					
Contact management				✓					
Customer management, service and support				✓					
Marketing management				✓					
Retail and wholesale		✓					✓	✓	
Construction	✓	✓		✓					✓
Manufacturing and production		✓			✓	✓			
Business forecasting, reporting and analysis	✓			✓					

To find out how our software can help your business, please call us on 0845 111 9988 or visit [www.sage.co.uk/manufacturing](http://www.sage.co.uk/manufacturing)

## The Sage Business Advice Team

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

## Sage Annual Licence Plan

The Sage Annual Licence Plan (SALP) ensures that your Sage 200 Suite product continues to support your business as it grows. You will benefit from legislative updates for Sage 200 software, access to business guides, special promotional offers and product upgrades.

## Finance Options from Sage

At Sage, we recognise the upfront costs associated with purchasing and installing a new IT system can often be a barrier to acquiring the solution your business really needs. This is why we have created a variety

of finance options, allowing you to spread the cost of payment, and enabling you to purchase the best possible solution for your business, with no compromises.

## Microsoft® SQL options

Sage 200 requires an approved third-party database management system to operate - currently either Microsoft SQL Server™ 2000/2005 Standard Edition or Microsoft SQL Server 2000 Enterprise Edition. In addition, we offer highly recommended Microsoft Software Assurance - allowing you to adopt updated versions of Microsoft SQL as they become available and certified for Sage 200.



## Your Sage Business Partner:



### System Requirements

The hardware requirements for Sage 200 will vary depending on the usage pattern on each workstation. Please see [www.sage.co.uk/manufacturing](http://www.sage.co.uk/manufacturing) or consult your Sage Business Partner for details.

This publication is not intended to form any contract for computer software with Sage (UK) Limited or any of its subsidiaries ('Sage'). If you require a particular application or feature, the suitability of the software should be verified.

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