Proposal for Sage 200 Evolution

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Sage 200 Evolution

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Sage Evolution is an all-encompassing business management solution that offers integration across your various business systems, human resources, finance and supply chain management. With Sage 200 Evolution, our goal is to integrate various departments and functions across your business into a single system solution that can serve the different needs of specific departments.

Through Sage 200 Evolution, we will use tools to combine your systems into one single database. This will ultimately allow different departments across your business to share information and communicate with each other more effectively, and to allow management to see the status of order within the business whenever they need to.

Our proposed solution aims to standardise operations throughout each business unit, giving Ibom Airport Development Company Ltd (IADCL), Victor Attah International Airport, better insight into the operations, and enabling better business management across her business.

Sage 200 Evolution will meet all current business requirements and provide a robust and user-friendly platform for future growth.

Sage Executive Summary

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Sage 200 Evolution is a business management software solution offering that has been in the market for the last decade. Our primary business focus is on medium to large businesses with multiple operations throughout Africa.

Sage 200 Evolution is cost effective, quick to implement and easy to learn, thereby reducing the overall adoption of the system within business and drastically reducing the total cost of ownership.

In addition, your establishment will benefit from our extensive business partner network throughout Nigeria for local support.

We refer to our Sage 200 Evolution software as being "local" in that it is locally developed and internationally deployed.

Corporate Profile

About Sage

Sage is South Africa's leading developer of accounting, payroll, business management software solutions for the small, medium and large enterprise market. Founded in 1989, Sage has developed an in-depth knowledge and understanding of the industry over the past 22 years, establishing itself as the market leader and the preferred choice of South African businesses.

As a member of the Sage Group, which is owned by the UK-based Sage Group plc. Sage is headquartered in Johannesburg, South Africa, with branches in both Cape Town and Durban. In addition, Sage has over 3 500 Channel and Business Partners within South Africa and is used by over 200 000 businesses around the world. Our reputation is the trusted name in accounting and payroll software and is reaffirmed by the fact that 9 out of 10 accountants recommend Sage.

Sage is now taught in schools and universities with most of South African universities having made Sage part of their teaching curriculum.

Research and Development Philosophy

Sage philosophy is to allow 'business to drive technology' by remaining cognisant of customers' growing needs and requirements. Significant investment in research and development ensures that we are able to guide our customers through a constantly changing technological landscape. Keeping this in mind, our research and development team works closely with the support team, who pass on valuable feedback received from customers. This assists the research and development team in focusing on developing user-friendly, feature-rich, pragmatic software to meet the needs of our customers. A Sage customer will always feel secure that their investment is backed by an extensive research and development programme.

Solution Summary

Our value proposition will provide IADCL with the following benefits:

- Reduce Costs
- Reduce Complexity
- Improve Compliance
- Provide Award Winning Support

Reducing costs

Through the implementation of Sage 200 Evolution, your current processes and transactions will be streamlined and centralised giving management the ability to easily transact and draw reports. The introduction of our work-flow based solution will seamlessly concatenate everything from budgeting and job costing to final invoicing and processing, saving you time and ultimately money.

Reducing complexity

By using our SDK (Software Development Kit) Sage 200 Evolution will be able to provide multiple integration options.

Award winning Support

Our support centre based in Johannesburg, South Africa, is internationally recognised, having won numerous awards at the Contact Centre World Awards run by ContactCentreWorld.com. We have divided our contact centre agents into various specialised teams to ensure that you receive resolution on your call the first time you contact us. You can log a support call telephonically, via e-mail or the internet and you will be assisted by a trained contact centre agent.

On-going Costs

Annual License Fee (ALF)
With more than 3,500 business partners serving more than 200 000 customers, Sage skills are readily available. Sage 200 Evolution and all add-on modules within the Evolution range are subject to an ALF. This business model provides customers with many important benefits including updates and upgrades. The compulsory Annual Renewal is payable on the anniversary date of registration of the application. Your Sage 200 Evolution system will automatically provide you with advanced notification on when renewal is due.

The accounting system forms the financial heart of your business and, accordingly, becomes a central repository of key information that you rely on to run your business on a day-to-day basis.

The mission critical role of these systems requires a comprehensive service and support infrastructure, and on-going investment in research and development. The concept of a compulsory Annual Renewal Fee is like insurance – it gives you peace of mind that you are always on the latest available software version. This concept appeals to mature businesses that consider Sage Evolution a crucial element to the efficient and competitive running of their business.

The Sage 200 Evolution software business model provides you with many important benefits including:
- updates;
- upgrades; and
- first line telephonic and e-mail support

The compulsory annual renewal is payable on the anniversary date of registration of the application.

Training Overview

The Sage Training Department

The Sage Training Department aims to educate Business Partners, Resellers, Support Consultants, as well as Customers worldwide on the Sage product range, for all partners to experience the full benefit of using, selling and supporting our software.

We offer training both at Sage headquarters in Johannesburg, South Africa and in our Business Partners and individual Customers' countries.

Training facilities at our headquarters in South Africa are fully equipped and our experienced training consultants provide hands-on, practical training solutions.

All training consultants have the necessary technical expertise, certification, and working experience with Sage.

Sage offers a range of product training solutions to ensure that you are proficient in the use of your accounting software. Whether you are a professional and already experienced Sage user or just a beginner, Sage training solutions will assist you to contribute to your company's overall success.

Sage Authorised Training Centres (ATCs) are skilled with highly experienced trainers providing you with the knowledge and guidance you require during the course.

Pricing for 5user Sage 200

Pricing Advice for Udofia 30/5/2019

Software Description	Software Initial Cost (NGN)
Sage 200 Evolution (Core Modules) 10users	2,173,218
Add on Modules:	
• Fixed Asset (2user)	265,836
• Voucher Management	350,240
• BIC Standard	350,240
Sub-Total Software Cost (Excl. VAT)	**NGN 3,139,534**
VAT	**NGN 156,977**
Total Project Cost (VAT Inclusive)	**NGN 3,296,511**

NB: The Pricing is inclusive of VAT at 5%.

It is our recommendation that the Implementation, Training and Support be carried out by a recommended business partner in the region as to create a sustainable support model going forward.

System Requirements

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Areas	Single User	Workstation	Server (Less than 10 users)	Server (11 - 20 users) *
HARDWARE:				
Minimum	Single-core 1 Ghz	Single-core 1 Ghz	Dual-core 2 Ghz	Dual-core 2 Ghz
Recommended	Dual-core or more 2 Ghz or faster	Dual-core or more 2 Ghz or faster	Quad core or more 2 Ghz or faster	Quad core or more 2 Ghz or faster
Please Note: 32-bit (x86) and 64-bit (x64) processors are supported.				
OPERATING SYSTEM:				
Recommended	Microsoft Windows 7 Professional Edition Service Pack 1 or later	Microsoft Windows 7 Professional Edition Service Pack 1 or later	Windows Server 2008 R2 Standard Edition Service Pack 2 or later	Windows Server 2008 R2 Standard Edition Service Pack 2 or later
Please Note: Windows XP Home, Windows 7 Starter and Windows 7 Home Premium editions are not supported by Sage Evolution.				
RAM:				
Minimum	2GB	2GB or more	4GB or more	4GB or more
Recommended	4GB or more	4GB or more	6GB or more	8GB or more
SCREEN RESOLUTION:				
Minimum	1024 x 768	1024 x 768	1024 x 768	1024 x 768
DATABASE SERVER:				
Recommended	Microsoft (TM) SQL Server 2008 R2 - Service Pack 1 or later.			
Supported	Microsoft (TM) SQL Server 2012			
ADDITIONAL SOFTWARE REQUIREMENTS (SERVER AND WORKSTATION)				
Minimum	Microsoft Excel 2007 or later (for the Business Intelligent Centre module).			
Minimum	.Net 4.00 framework (included in installation disc) (for the Bank Manager and Cash Manager modules).			
FTP (FILE TRANSFER PROTOCOL) SERVER:				
Recommended	Microsoft FTP running IIS 6 or later (for Branch Accounting environments).			
EVOLUTION MOBILE				
Hardware	iPad 2 or later.			
Operating System	IOS 5.1.1 or later.			
RAM	Ensure to have a minimum of 4GB free memory.			
Web Service	Internet Information Services (IIS) 6 or later.			
ADDITIONAL IMPORTANT INFORMATION:				
Recommended	We strongly recommend you speak to your Sage Evolution Business Partner regarding the system requirements rec environment.			
OTHER SYSTEM REQUIREMENTS:				

- DVD-Rom, 256 Color VGA or SVGA Video Graphics.
- The on-line help requires Internet Explorer version 6 or higher, or a compatible browser.
- Up-to-date network drivers, service packs and updates for your network and operating systems.
- Windows 7 personal computers/notebooks need to ensure that the recommended RAM memory requirements and Video Graphics adapter are met.
- The above serves as a guideline. Hardware requirements may differ depending on the operating system and the version of SQL Server. For Microsoft (TM) SQL Server 2012, please note that there are additional software requirements to adhere to. Please refer to the SQL Server specifications documentation for more information.

Product Information and Detail Requirements

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Sage 200 Evolution Accounting

With business activity management functionality interwoven into the core of the accounting application, Sage 200 Evolution brings all aspects of your operations together, providing an integrated, holistic view of your business. The comprehensive range of features and functionality, and a few add-on modules, provides a scalable, flexible and robust management tool for your growing business.

Sage 200 Evolution delivers an entirely new dimension in business management software, taking your business way beyond the traditional realms of accounting software.

Developed within the Evolution Framework® - Sage's latest technology standard – all components and modules in the Sage 200 Evolution range are fully integrated and share a common interface providing a consistent user experience. In addition, the utilization of the MS-SQL database ensures data integrity and maintains all your data in one central database.

Take Control of your Business as well as your Finances

In the past, accounting systems stored a wealth of information related to customers, suppliers, inventory and so on – however this information was often limited to accounting data i.e. the numbers. Sage Evolution takes accounting to the next level by allowing you to not only capture numbers, but what we refer to as business activities. This data is then integrated and presented together with the numbers providing a holistic view of your business instead of a number only view. This gives you the ability to control your financial situation as well as relationships with customers, suppliers and employees.

Core Features

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The System Manager

The System Manager is the control centre for the entire Sage 200 Evolution application. It is the system's user interface. Featuring a System Tree, it controls the system environment and setup, on-line help, multi-level password security and displays all the modules included in Sage 200 Evolution.

With these features and much more, Sage 200 Evolution delivers enhanced efficiency, productivity and security to any business, including:

- A consistent user interface no matter which module you are currently using, i.e. Fixed Assets, Payroll, Accounting all share the same common interface and all appear as options on a single System Tree.

- Navigation tools such as menus, a hierarchical system tree, toolbars, and favourites.

- Powerful tools for maintaining, sorting, searching and grouping your lists of data.

- The ability to customize the interface (per user) to suit each user's requirements.

Database System

Sage 200 Evolution takes advantage of the latest database technologies utilizes Microsoft's SQL Server or MS SQL Server Standard Edition. Microsoft SQL Server provides Sage Evolution with the ability to scale and support unlimited number of concurrent users. Additional data integrity is insured using SQL's transaction roll back feature. Sage Evolution includes MS SQL Server Express for small sites. Larger sites must purchase MS SQL Server on a per user basis.

Store Data Indefinitely

The General Ledger stores five years of data and requires no month or year-end procedures. Accounting periods can, however be blocked, preventing transaction processing to those periods that have been closed. The Subsidiary Ledgers (Inventory, Receivables, and Payables etc.) store information indefinitely.

Transaction Rollback

Data protection and integrity is significantly improved. This feature enhances data integrity by ensuring that users will never have incomplete entries or corrupt files, even if they suffer a power failure while a transaction is in process.

Supports Multiple Companies

The system can maintain multiple sets of books, each with its own chart of accounts. Access to companies and their related functions are password protected. Data can also be copied from one company to another, simplifying the company setup procedure.

Transaction Drill Downs

Drill down functionality allows you to find exactly what you're looking for, quickly. From customer information, to detailed transactions, right down to source documents – just by clicking your mouse.

General Ledger

The general ledger is the heart of the financial function of your company. All processing you do eventually reflects in the General Ledger. No tedious month or year-ends, the system is date-driven, allowing you to post transactions to any period at any time providing peace of mind and flexibility.

The General Ledger stores five years of data. Accounting periods can, however, be "blocked", preventing transaction processing to those periods, which have been "closed".

Sage 200 Evolution allows for the Segmentation of the General Ledger into ten separate segments.

Account segments can be used to create a reporting hierarchy. Reporting is considerably simplified while retaining the level of detail you require. With unlimited branches and departments, your business can grow with the security of knowing Sage Evolution is scalable, flexible and robust.

Receivables and Payables

Have instant access to customer and supplier balances, overdue totals and sales/purchases history. Enjoy quick and easy confirmation of delivery requirements, selling prices, discounts and available customer credit. Drill-down features and reports are available when you need a more detailed analysis of customer/supplier transactions. Maintain unlimited addresses for each customer/supplier record.

Inventory Control

Sage 200 Evolution's powerful Inventory gives you unlimited control over your stock. The system provides both summary management reports as well as detailed operational reports.

You can extend Sage 200 Evolutions' power by combining the Inventory module with other related add-on modules:

- With Multi-Warehousing, you can create multiple warehouses or stores, and move items between these stores.

- These transactions will have an accounting entry thereby affecting the General Ledger directly.

- Serial Number Tracking tracks individual inventory items and keeps track of them by their history. The system follows their purchase, internal movement in the company, sale and possible return for repair or refund.

- Lot Tracking allows companies to track "lots" of items of stock, especially pertinent to the pharmaceutical industry or any industry where expiry dates need to be tracked.

- Multi-Level Bill of Materials allows you to manufacture or assemble items from components. The system takes the component materials out of stock and creates finished items ready for you to sell.

- Manufacturing is an extension of the Bill of Materials module. This functionality will allow for the more complex manufacturing processes.

- All these add-on modules work together. For example, you can manufacture serial number and lot items into warehouses.

Import Cost Allocations

When you import goods, there are frequently additional costs that do not originate from the supplier. For example, you may be liable for shipping costs and/or import duties. This feature allows you to process these additional costs at the same time as the goods received voucher. The system will then calculate the cost of the items correctly. This feature avoids the inconvenience of having to process these additional costs later and then adjusting your costs manually.

Project Tracking

This module allows you to "tag" transactions (either income or expense) to projects. Reports can then be filtered showing those items specifically related to the project you are wanting to control, extending so far as to reflect a profit or loss report by project.

Sales and Purchase Order Entry

Maintain and control outstanding orders, processed orders and back orders. This module is fully integrated into Sage 200 Evolutions' Inventory, Receivables, Payables and General Ledger modules.

- Print and process purchase and sales orders, and then fill these orders in part or in whole, keeping track of outstanding orders.
- Reserve stock quantities for customers when they place an order.
- Print picking slips and delivery notes.
- Capture purchase orders in the supplier's currency and the system converts the values into your currency at the exchange rate you specify.
- Create purchase orders automatically using the re-order fields on the inventory records.
- Create quotes and convert into sales orders once confirmed.
- Powerful reports help you manage outstanding and overdue orders.
- Committed Spend
- Pricing Matrix
- Volume Discounts
- Email PO to Supplies

Sage Evolution Grows with your Business – Add-on modules

The use of the MS-SQL database makes Sage Evolution scalable, supporting an unlimited number of concurrent users. In addition, the growth of your business may demand the ability to add new functionality to your accounting system. By using Sage Evolution as the core engine, you can add various modules to cater for industry-specific requirements. Developed within the Evolution Framework, these add-on modules offer complete seamless integration with the core system, as well as a common interface and user experience. Furthermore, all components within the Sage Evolution Framework™ utilize a MS-SQL database ensuring that all your business data resides in one central database.

Purchase Order (PO) Procurement

The Procurement module is a three-tiered process that allows you to precisely manage the many purchase orders and keep control of purchases either for internal purposes or specific projects. The first tier is the requisition process where you can request the purchase of an item or consumable which can be routed to a head of department for authorisation. The second tier allows for the purchase order to be generated and based on configurable rules, different levels of authorisations can be setup and can administered. The procurement process also validates all purchases against budgets setup in the general ledger. The third and final tier allows the purchase order to be converted into a goods received voucher to receipt the inventory items. Throughout the span of a requisition to PO completion, all movements or comments are logged against incidents in Sage Evolution CRM Premium.

Workflows and Escalations rules can be configured to create efficiencies and automate processes ensuring that purchases orders are actioned on time.

Evolution Non-current (Fixed) Assets

With features like an unlimited number of assets and multiple forms of depreciation, Sage 200 Evolution Fixed Assets helps you to control your fixed assets easily, affordably and reliably. The different methods of depreciation include straight line, reducing balance, immediate write off, units of usage, plant & machinery and equal allowance. Other key features include:

- Track unlimited number of Fixed Assets by cost centres or departments
- Multiple Asset Types
- Capex Budgets and Orders
- Capture Actual Picture of the Asset
- User Defined Fields on the Asset

Sage 200 Evolution Fixed Assets can be used fully integrated into the Evolution system or can be purchased as a stand-alone product.

Sage 200 Evolution Multi-currency

The Multi-currency module allows you to process customer and supplier transactions in their currency. Sage 200 Evolution tracks foreign currency, customer and supplier values in both the foreign and the home currency. You can view balances and transactions in either currency at any time.

You can maintain separate buy and sell rates for each currency. Sage 200 Evolution maintains a history of exchange rates so that you can process transactions at earlier dates using the most accurate exchange rate. When you process customer receipts or supplier payments, Sage Evolution uses the current exchange rate to calculate any foreign exchange profit or loss, which it posts automatically.

Sage 200 Evolution allows you to:

- Process and print customer and supplier sales and purchase documents in foreign currency or home currency.
- Print customer and supplier statements, age analysis and transaction reports using foreign currency or home currency.
- Process foreign currency cashbook transactions.

Sage 200 Evolution Multi-warehousing

The Multi-warehouse add-on module allows you to split your inventory items into discrete areas, or warehouses. You can use warehouses for many types of situations:

- Physical warehouses in different geographic areas.
- Keep raw materials and/or internal parts separate from items you sell.
- Keep track of consignment stock / samples in a separate warehouse.
- Separate obsolete items into a separate warehouse.
- Track demo stock allocated to sales representatives.

Sage 200 Evolution Point-Of-Sale

This module integrates with Inventory as well as Receivables, perfectly addressing the practical issues within the retail or Point-of-Sale environment. Functionality includes security parameters, tender types (cash, voucher, credit card or cheque), flexible pricing and discounting. This module supports peripheral devices such as pole customer display units, cash drawers, slip printers and a bar code scanner. Sage 200 Evolution Point-of-Sale is user friendly and offers flexibility by allowing for per till configuration and has powerful reporting features.

Sage 200 Evolution Annuity Billing

Integrating to both Receivables and Inventory, this module provides for repetitive or recurring invoices on a daily, weekly, monthly or quarterly basis. Specify contract periods, design recurring invoice templates or simply setup base amounts to be charged to customers periodically. Annuity Billing is another flexible module that provides you with the ability to customize the application to fit the specific requirements of your business.

Information Alerts

To cater for the move by many businesses to increase staff productivity and become more efficient, the Information Alerts module is designed to streamline key roles within the business. The module allows you to receive notifications based on a set of predefined criteria and take a more proactive stance in dealing with exceptions in the business.

Information Alerts can be configured to send out notifications to relevant users via e-mail or Sage 200 Evolution CRM incidents. These notifications can be setup to notify you on time based intervals, daily, weekly or monthly. It comes with a set of predefined methods, which the business can utilise to define which criteria they would like to be aware of for example a client reaching their credit limit.

Sage 200 Evolution CRM Standard

Traditionally termed "CRM" or "Contact Management", this unique module is the core feature of Sage 200 Evolution. Sage 200 Evolution has taken the concept of traditional Contact Management much further by weaving it into the very fabric of the Sage 200 Evolution Accounting System.

Sage 200 Evolution CRM is a tool that lets you manage the interaction between your business and your customers, potential customers, suppliers, inventory and even your fellow company members.

Any issue that takes place in a business, and is important enough to be tracked, is recorded as an Incident. Sage 200 Evolution CRM will track these incidents to their conclusion – or until they are closed off. Sage 200 Evolution still stores incidents even after they have been closed, allowing you to track a history of events as they occurred, as far back as you wish.

Therefore, you can track all contact with your customers and suppliers, having access to information about the history of their Incidents as well as monitoring any other pending activities within your business. Using this information, you can track all the sales and support activities associated with a customer who initiated these activities and the agent or agent group who dealt with the customer.

There are two versions of Sage 200 Evolution Resolve:

- Sage 200 Evolution CRM Standard contains basic incident tracking as outlined above.
- The full version, Sage 200 Evolution CRM Premium contains more advanced features as outlined below.

Sage 200 Evolution CRM Premium

Sales Force Automation

Sales Force Automation allows Sales Managers to track sales pipeline on individual sales people. Sales force automation also makes use of the working calendar in Resolve, every interaction with client can be created as an incident and these can be used in the sales process. SFA gives companies the ability to track closure rates and time taken to close deals.

Business Gateway

The Business Gateway extends Sage 200 Evolution CRM onto the Internet and allows customers to logon to the system. Customers create, view, update incidents, and so on. Customers do not need to contact a call centre and wait in queues for an agent.

Internet queries are notorious for not being dealt with or acknowledged. However, the Business Gateway sends each query into Sage 200 Evolution CRM individually, where it is tracked and escalated.

The Business Gateway requires Microsoft™ IIS and Windows 2000 Server or later.

Escalations

One of the most compelling reasons to use Contact Management is its ability to ensure that incidents are dealt with in acceptable timeframes. Taking too long to respond to a customer complaint (or incident) could be damaging to your company. Escalations allow you to design a flow of responsibility for various incident types that is automatically triggered after a specified time.

Calendar

The calendar organizes your company time management. Incidents can be prioritized by date. The calendar also allows you to integrate incident priorities with employees' availability.

Knowledge Base

The knowledge base lets employees create topics. In these topics, they can share information about support, sales, or any other issues. In addition, employees can link documents from the document list into knowledge base articles.

The articles can also be linked to incidents and, if you e-mail incidents, you can optionally include the knowledge base articles in the e-mail, either in the text or as an attachment.

Incident Graphs

View incidents graphically (bar charts) per user, per incident type, per incident status and so on. Graphical representations of incident information give a birds-eye view of your business activities – perfect for management. You can even drill-down by clicking on an area of the chart to see the underlying detail making up the chart. Sage 200 Evolution CRM can be purchased as a stand-alone product.

Sage 200 Evolution Customer Account Consolidations

Integrating with Receivables, this module allows for the separate invoicing of branches, but with the added functionality of printing one customer statement at a consolidated head-office level. This is particularly useful when you wish to keep track of a "group customer with head office" situation where you need to capture sales made to the individual branches, but then present a consolidated statement to your customer's head office.

Standard General Terms and Conditions
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- Please note that this proposal is subject to the following terms and conditions:

- All prices are quoted in Nigerian Naira (NGN) unless otherwise stated.

- Errors and omissions are excluded.

- This installation pricing is based on an estimate, and the final project plan will be finalized upon acceptance.

- Sage 200 Evolution Core and all add-on modules are subject to an annual renewal, calculated on the Sage Recommended Retail Price value.

- First year support and Annual License Fees are included in the price.

- The prices quoted have been calculated based on the requirements set out in this proposal. Any changes to the scope or nature of the project and/or requirements described herein may be subject to a cost change.

- Payment for the software is payable on signing the Software and Service Agreement.

- This quotation is valid on the basis that the "services" specified in the above quote is done by a certified Sage Evolution consultant.

- The system implementation costs set out above are estimated based on the preliminary discussion held with the client. Where actual costs differ from the estimates because of changes in the requirements and/or problems encountered beyond the control of Sage, the additional hours/costs will be billed for separately.

- The above quotation specifically excludes the set-up and installation of hardware, operating systems, network (LAN/WAN) or network users.