

Data Sheet

Sage 300 for Manufacturing and Distribution



Sage





Sage 300: **Taking your manufacturing business to the next level**

The new reality for growing manufacturers

Margins remain tight, and complexity continues to rise.

Over **\$6 trillion** of revenue flows through manufacturers in the US each year. There are over **600,000** small to mid-size manufacturing companies, employing over 4 million people and generating a total annual payroll of more than **\$270 billion**.

Yet **71%** continue to struggle with supply chain issues, and manufacturing remains the industry disproportionately impacted by costly regulations.

Persistent uncertainty, supply chain volatility, and rising costs are still significant issues. Demands for real-time visibility and connectivity across the business are reshaping the industry.

Adopting the latest business-critical technology, such as EDI, AI readiness, BI, and intelligent automation, is now a key requirement for growth and competitiveness.

Get ahead and stay ahead! AI is built into Sage 300 to help you work smarter every day, delivering practical support right where you need it. With AI-powered assistance and access to Sage AI Academy, you can build confidence, strengthen your AI skills, and apply intelligent capabilities in your everyday work.

Key challenges trending in manufacturing and distribution



Data silos and limited real-time visibility **slow decision-making** and allow issues to surface too late.



Rising insurance and labor costs continue to compress already tight margins by up to 10%.



Increasing customer demand for OTIF measurement and API/EDI integration adds operational pressure.



Organizations face **growing efficiency pressures** and a widening gap in AI readiness.



Manual processes increase audit exposure and **create unnecessary compliance risk**.



Ongoing supply chain volatility, fueled by tariff shifts and regional conflicts, disrupts planning and stability.



Payroll challenges center on accurate pay, regulatory compliance, complex workforce data, and protecting sensitive information

Why operations and finance leaders choose Sage 300

- **See clearly, decide faster:** Real-time dashboards and dimensional reporting drive smarter decisions.
- **Make better replenishment decisions:** predictive planning takes demand planning and forecasting to new levels
- **Grow without limits:** Expand regionally or globally with support for multiple languages, currencies, and regional compliance requirements.
- **Stay audit and recall-ready:** A robust compliance framework manages tax and depreciation tables, serialized lot tracking, GAAP, IFRS, data security, and more.
- **Tailor your tech stack:** Integrates easily with commonly used, best-of-breed applications.
- **Know what to prioritize:** Segment items, accounts, and more, to slice and dice your data for improved insight from your system to your integrated web-store.
- **Standardize what matters most:** Automate workflows like procure to pay and quote to cash for stronger reporting, faster onboarding, and consistent operations across locations.
- **Protect margins with real-time insight:** Know real-time project and job costs and manage inventory, payroll, CRM, and more in a single system.
- **Eliminate surprises:** Gain visibility into materials procurement, work in progress, BOM aging, manufacturing quotes, and transaction history.
- **Turn insight into action:** Sage Enterprise Intelligence, AI powered Sage Help Agent where you can easily interact using natural language.
- **Get paid faster:** Streamline information flow and increase warehouse productivity with automation, mobility, and bar coding.



Trusted by leading small and mid-sized distributors and manufacturers, Sage 300 delivers the scalability, automation, and compliance framework you need. It's the proven workhorse for organizations that depend on a robust, reliable ERP to keep operations running smoothly.

- Scale seamlessly as your business grows with **support for acquisitions and integrations**, plus dimensional profitability across TMS, WMS, CRM, payroll, and EDI.
- Accelerate cash flow by **automating key processes** for faster collections, greater accuracy, and more predictable payables.
- Stay informed wherever you are with **user-defined automated alerts** that keep you updated on activity, lack of activity, or unusual activity across projects, purchasing, A/R, A/P and inventory.
- Help your teams quickly **understand what's driving dips, trends, and variances** by using tailorable reports.
- Optimize supply chain operations with your retail partners using **EDI integration**.



What Sage 300 customers are saying on G2



I like Sage 300 because it keeps everything organized in one system. I can see our finances, stock, and orders all in one place, and I'm able to pull reports for management. Having everything organized saves us a lot of time since I can quickly see invoices, stock, and orders, which reduces mistakes and makes planning and reporting easier.

Teboho L
MM Functional Consultant

About Sage 300

Sage 300 is a feature-rich ERP designed for growing manufacturing and distribution companies that need reliable core financials, strong order-to-cash and procure-to-pay processes, and practical extensions for distribution and light manufacturing. It offers flexible deployment and a roadmap that continues to expand with new compliance, payroll, and AI-driven capabilities.

The system brings together multi-entity accounting (including GL, AP, AR, and intercompany), instant bank reconciliation, project and job costing, and sales order and purchase order processing, along with integrated workflows and alerts.

See why Sage 300 is the go-to ERP for manufacturers and distributors.

Book your Sage 300 demo today. -->





About Equation Technologies

Equation Technologies provides business management solutions for mid-sized companies in the USA and Canada. We make carefully crafted recommendations from among the industry's best-performing ERP software, including Sage Intacct and Sage 300. We help you **reduce the risk in choosing and implementing solutions** by:

- Listening closely to your challenges and exactly how your business works.
- Developing processes that match your business, not requiring you to conform to a software system.
- Mapping out efficiencies using technology to improve operations without adding staff.

Our main goal is simple: have a clear understanding of our clients' goals. We believe the only way to sufficiently grasp that information is by listening first, and offering valuable advice later. We also know that one single approach is not right for all businesses. We leverage our team's vast education and business experiences across industries to focus on our clients' unique needs. We understand the importance of your business. We know when you call on us, time is of the essence and we value & respect your time.

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