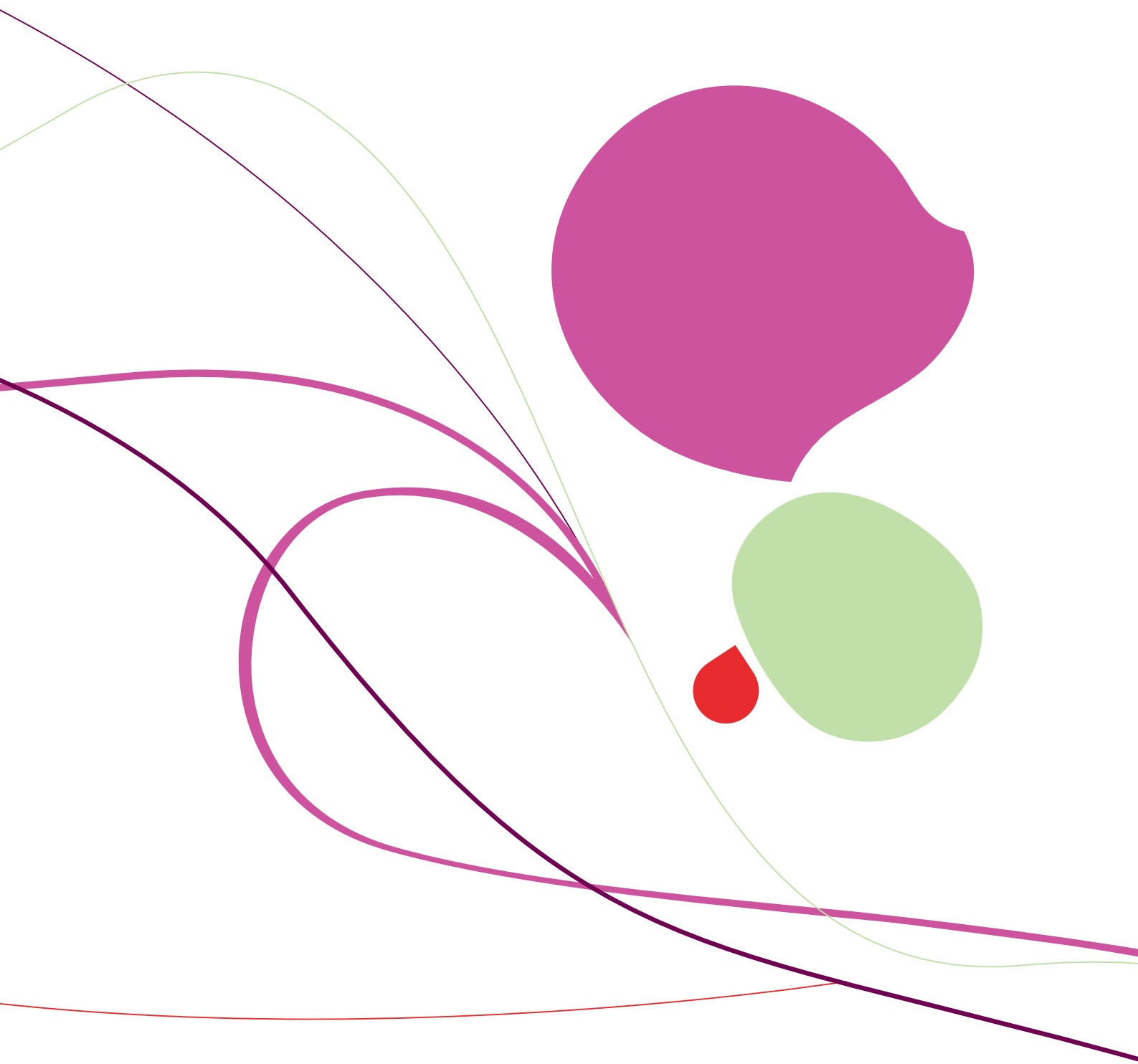



sage



Sage 200 Construction



“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 get real insights into what is happening in their business.”

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

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Sage Working for Construction

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 businesses who serve in the Construction sector. Using this insight, we constantly develop our products and services in order to meet customer requirements.

With over 5.4 million Sage customers worldwide, 730,000 in the UK, the network of people relying on Sage system is growing – many include your customers and suppliers. We make it easier for companies to manage their business processes.

Sage 200 supports your construction business in the following ways:

- **Complete contract cost control** - You gain the support of a comprehensive system that controls costs on contracts, meets contract budgets, tracks subcontractor insurances and easily generates purchase orders for subcontractors, materials, & plant hire, with additional tracking of subcontractor applied values, materials delivered and On/Off hire dates.

- **Compliance with HMRC legislation** - You can ensure accurate recording, verifying and reporting to HM Revenue & Customs (HMRC) on subcontractor tax (CIS).
- **Cost reduction** - Through the elimination of duplicate labour, subcontract, and material processing, overhead costs are reduced.
- **Enquiry to Contract Management** - Enquiries can be handled from receipt, through supplier/subcontractor enquiry, to cost comparison and quote production, with all information being transferred into contracts, with no re-keying of data. Valuations, Applications, Certificates, Payments, & Invoices may all be produced recording important contract information such as retentions and discounts.
- **Sharing information** - Integration with Sage 200 Financials, Commercial and Payroll brings added benefits. Linking to stock allows your stock to be booked out by your construction staff and automatically updated in your accounts system.
- **Improve customer service** - All the hard, time-consuming work of managing your suppliers, customers and contractors is done for you as data is fully synchronised between your accounts and CRM software, putting you in complete control of your relationships. You can also keep track of all your contractors and suppliers, with essential information being available to your customer-facing staff.

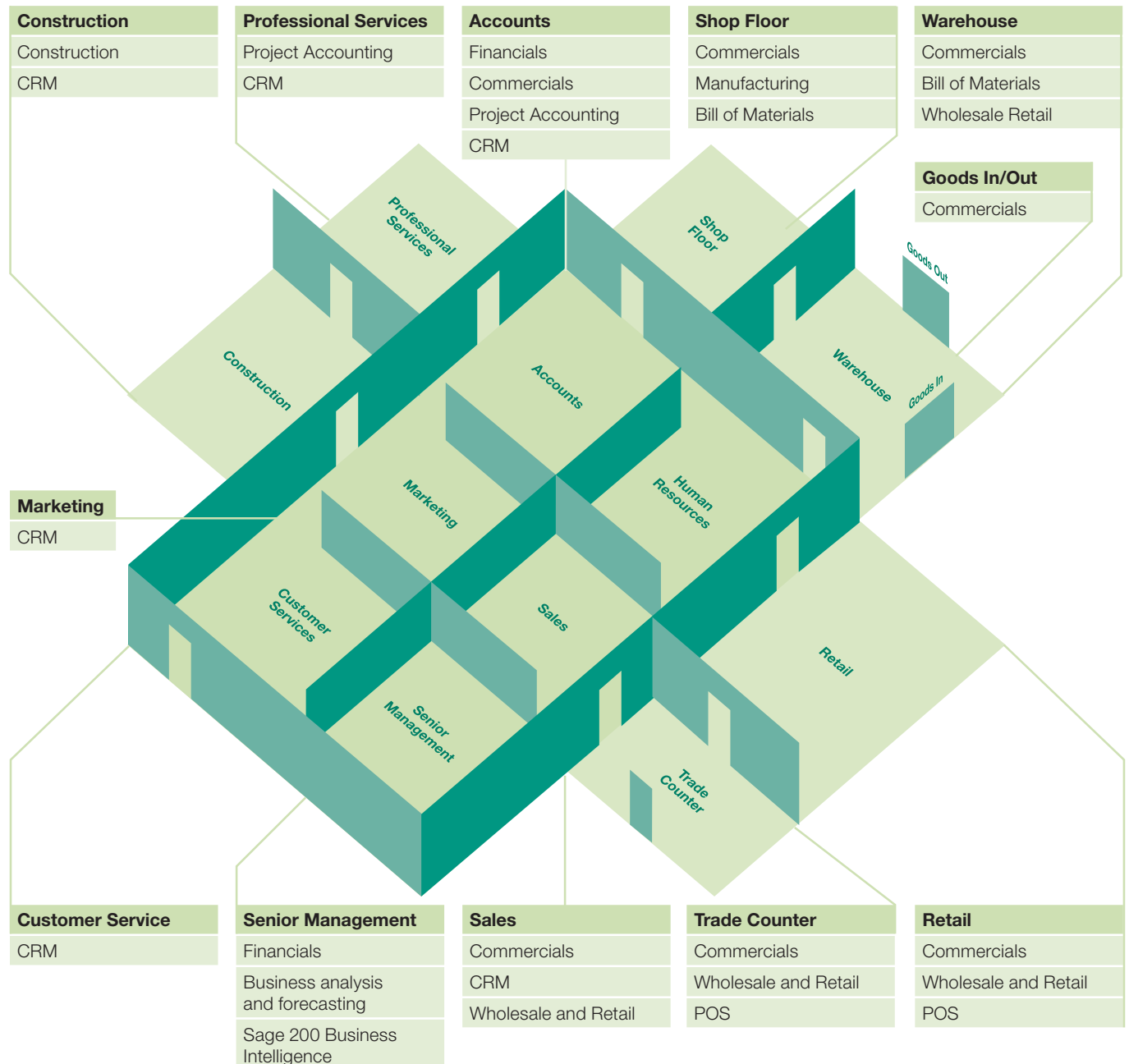
Integrated Operations for a Competitive Advantage

Today's fiercely competitive construction industry makes it essential to effectively monitor budgets on contracts, tightly manage your cash flow and minimise your costs, while at the same time complying with the latest HMRC legislations. Closely monitoring and understanding your supplier, contractor and client relationships is a crucial factor in winning new business and maximising your profit on each job. Having integrated software enables you to link your purchasing, finance, contract costing, payroll and customer facing operations; helping you gain that elusive competitive edge.

By implementing a complete suite of software, your business will benefit from simplified ownership and a single point of contact and accountability. Helping you make optimum use of limited or expensive resources, positioning you well to plan your future success

Sage 200 Suite - software to meet your business needs

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 Construction

Contracts

Our goal is to help streamline processes between Professional Quantity Surveyors, contractors, subcontractors and HMRC to help businesses run at optimal efficiency and profitability. Sage 200 Construction is designed to put you in total control of your business whatever type of contractor you are.

At the heart of Sage 200 Construction the Contracts module gives you the flexible tools needed to fully control your costs on contracts, subcontractors and billing processes to help drive your business forward. You gain instant access, at any stage of a contract, to vital management information, based on an almost unlimited number of cost elements grouped in multi-level sections. Contracting features like subcontractor self-billing, client invoicing and both sales and purchase retention tracking enable you to focus on building your profits:

- **CIS processing made easy** - Provides automated subcontractor CIS processing from invoice entry, subcontractor verification through the Internet Submissions module and the generation of monthly HMRC figures (CIS 300), monthly online submissions and subcontractor reporting. You'll have all your Government Gateway account information and subcontractor details stored securely in one place – making it easy to track transactions and tax payments, comply with the new legislation and send the necessary reports to HMRC.
- **'No Delay' cost control** - Enables management and contracting staff to have up-to-date information on all contracts the moment transactions are entered, with full drill down from subcontractor and supplier, through analysis codes and groups to transaction detail line. Full visibility of contract information ensures you can make more insightful business decisions and keep control of cash flow.
- **Budget costs** - Allows you to constantly monitor actual costs against estimated/budget costs, ensuring that overspends are immediately highlighted.
- **Retentions** - Deducts, records and reports on both subcontract and sales retentions ensuring liabilities are reduced and outstanding monies are claimed. In some cases this could equate to 5% of company revenue unclaimed from customers, making this a valuable tool for any contractor.
- **Subcontractor self-billing** - Records applications and generates both self-billing and authenticated receipts, with automated retentions, CITB deductions, discounts and CIS processing. Helping you save time by eliminating manual processes.
- **Sales self-billing** - Provides the essential construction application, certification and payment receipt processes including retentions and discounts, enabling the handling of the complex VAT requirements.
- **Aged application reporting** - Assists credit control by generating reports showing monies applied for, certified and paid, by client and/or contract. Helping you keep control of cashflow to ensure jobs are not delayed.
- **Stock control links** - Allows the management of stock movements, deliveries and supplier prices on the purchase order giving increased purchasing control. The supplier list price can be used, increasing accuracy and removing the need to re-key data.

Feature	Benefit
Subcontractor recording	Removes the need to maintain manual records, reducing the risk of transposition errors that may lead to a higher tax rate.
Subcontractor verification management -Internet submissions module	Verifies the subcontractor status and information with HMRC to ensure the correct tax rate is applied.
Contractors Monthly Return and HMRC submission	Supports payment to HMRC. Submitting this report via the Internet Submissions module will save time and money by reducing paperwork and improving accuracy.
Automated subcontractor monthly reporting	These reports detail the payments made and the tax deducted for each subcontractor, helping you comply with legislation. Time can be saved by emailing reports to subcontractors, providing prior agreement has been made.
Contract cost control	Full drill down from subcontractor and supplier, through analysis codes and groups to transaction detail line allows full visibility of management information, to help make more informed business decisions.
Contract cost reports	Contract orientated management reports to help analyse your job costs.
Budget costs	Allows you to constantly monitor actual costs against estimated/budget costs, ensuring that overspends are immediately highlighted.
Integrated labour timesheets	Payroll integrated and non-payroll timesheets can be entered with batch processing to eliminate repeat entry. Integration also provides allocation of Employer's National Insurance and percentage holiday accruals from payroll back to contracts reducing processing time and ultimately overheads.
Retentions	Deducts, records and reports on both subcontract and sales retentions ensuring liabilities are reduced and outstanding monies are claimed.
Purchase order processing	Manages purchase order processing from order generation through goods received and on/off-hire notes to purchase invoice, checking budgets, quantities and rates, in order to maintain full cost control.
Labour works orders	Provides control of labour committed costs, with works order and timesheet matching.
Plant hire purchase invoice checking	You can use on/off hire dates, including part off hire to keep control of plant. Enabling you to know where and when plant will be used, reducing unnecessary overheads and increasing efficiency.
Subcontractor self-billing	Records applications and generates both self-billing and authenticated receipts, with automated retentions, CITB deductions, discounts and CIS processing. Saving you time by removing the need for manual processing.
Sales self-billing	Provides the essential construction application, certification and payment receipt processes including retentions and discounts, enabling you to easily handle complex VAT requirements.
Aged application reporting	Assists credit control by generating reports showing monies applied for, certified and paid, by client and/or contract.
Stock control links	Increase purchasing control by managing stock movements, deliveries and supplier prices. By using the supplier list price accuracy is increased, removing the need to re-key data.
Deferred VAT on Authenticated Receipts	Allows the deferral of VAT, in accordance with HMRC, until payment date or authenticated receipt. Helping you manage cashflow more effectively.



Estimating

The Estimating module is an additional module to the core Contracts Module. It supplies a simplified solution for processing tenders and quotations from enquiry register, through subcontract enquiry and comparison, to tender submission. Integration with our Contracts Module means that estimates are converted into contracts with the minimum of keystrokes.

- **Flexible bill structure libraries** - The system allows multi-level sections and composites and an almost unlimited number of items. The library allows you to build sub-libraries of rates, sections or even whole quotes for insertion. A detailed analysis report compares purchase and actual costs on won contracts, for detailed feedback for future tendering.
- **Supplier/subcontractor enquiries** - You can search the database for suitable suppliers or subcontractors by trade and/or region, then generate simple detailed enquires. When quotes are returned, you can compare prices on screen to ensure you are getting the best price.
- **Schedule of Rate (SOR) import to libraries** - Composite rates combined with user-definable scripts give greater flexibility and allows for multi-level structures from different applications to be displayed.

Feature	Benefit
Enquiry register	Logs all enquiries received with the client, site and return date details to ensure tenders are submitted on time.
Flexible bill structure/libraries	Multi-level structures and user definable libraries help build quotes with ease. Historical cost information can be used to aid future tendering.
Supplier/subcontract enquiries	Search the database for suitable suppliers or subcontractors by trade and/or region, then generate simple detailed enquires. When quotes are returned, you can compare prices on screen. Giving instant access to up to date pricing information saves you time and money.
Quote production	Estimates can be adjusted and marked up by an individual item; or globally using the Price Tender "What If?" type screen, enabling you to view the effects of changes before applying changes against the whole tender or individual supplier/subcontractor. Quotations can be generated and printed as simple letters or as detailed bills of quantities, giving you additional flexibility.
Schedule of Rate Work/ Measured Term contracts	Import the National Schedule of Rates (NSR) and the SMM7 Schedule of Rates to eliminate the need to re-key ensuring quotes are accurate.
Integration with Contracts Module	Every detail from the estimate is transferred into the Contracts Module by a few keystrokes, enabling you to control costs, purchase and produce valuations.
Budget costing by plant or unit	Ideal for House Builders and Developers the flexible bill structure enables budgeting and costing by plot or unit, with separate sections for general site costs, communal areas, etc.

Day Works

The Day Works module is a job costing solution for processing reactive maintenance/callout work from order receipt through to final invoice. Subcontractor control is improved giving access to multiple operations from one source. Integration with Sage 200 Financial and Sage 200 Commercials means that transactions are posted in batches to the relevant ledgers, without the need for re-keying.

- **Response coding** - This feature allows you to process low value, high volume jobs, with default or client specific response coding. Response and completion times can be recorded to keep track of productivity increasing efficiency and accuracy.
- **Subcontractor search by trade and region** - each subcontractor and supplier can be given multiple trades and regions, allowing you to search the database for suitable companies to carry out the work based on the site location. Each trade in each region can be given a rating and a typical labour rate to help identify quality or lower labour costs.
- **Automated sales and invoice build** - As timesheets, purchase invoices, or subcontract certificates are entered, the system automatically applies the relevant agreed callout and labour rates to the hours spent on site and adds overhead and profit mark-ups to material, plant and other costs. This means that the sales invoice figures are generated automatically, ready for supervisors to approve and generate sales invoices.

Feature	Benefit
Response coding	Default or client specific response codes with associated response times, which when selected, display the required completion time and date.
Client specific callout and labour rates	Each client or client-contract can have individual agreed callout rates and labour rates which are automatically applied to each job as transactions are entered. This saves time and eliminates the need for manual checking.
Search by trade and region	Search the database for suitable suppliers or subcontractors by trade and/or region, then generate simple detailed enquires. When quotes are returned, you can compare prices on screen.
Automatic sales invoice build	Agreed labour and callout costs are applied automatically generating sales invoice figures ready for supervisors to approve.
Integrated CIS processing	Whether subcontract purchase invoices or certificates are raised in the Day Works or the Contracts module, Sage 200 Construction processes CIS registrations, and reports as a single integrated system.

The Sage 200 Suite - software overview

There are several Sage 200 modules for every part of your business. These modules can easily be added to your Sage 200 Solution:

Sage 200 CRM

Sage CRM forms part of the Sage 200 Platform therefore it sits at the core of the Sage 200 Suite. Every Sage 200 customer automatically receives 1 Sage 200 CRM user, therefore ensure you utilise this powerful module to its full capabilities. Sage 200 CRM is an internet-based CRM solution, designed to bring the real benefits of Customer Relationship Management (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 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 Manufacturing

Manufacturing is one of largest revenue generating sectors in the British economy, employing over 3.5 million people. With over 80,000 Sage UK customers currently involved in activities which could be assisted by Sage 200 Manufacturing.

Many companies are not primarily manufacturers but could use elements of Sage 200 Manufacturing to support assembly, repackaging of bulk items, resource planning, scheduling work and materials. The Sage 200 Suite is perfectly placed to provide an integrated system that controls the whole manufacturing process, from planning materials to monitoring realtime works orders. Sage 200 Manufacturing gives you greater control over your manufacturing processes through effective scheduling of work, close tracking of resource utilisation and improved business analysis.

Sage 200 Web Time & Expenses (WTE)

The Sage 200 Web Time & Expenses (WTE) module allows Sage 200 Project Accounting users to enter and track timesheet and expense claims remotely using a web browser. The system can be configured in a number of ways, for example supporting users who enter their timesheets and expenses online (using an internet connection) or through a company intranet. One of the additional benefits of the Sage 200 WTE module is that the user does not require Sage 200 to be installed on their PC to allow the entry of timesheets and expenses.

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 backoffice 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 Point of Sale (POS)

Sage 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 Business Intelligence

The Sage 200 Business Intelligence (BI) solution enables you to extract real intelligence about business from data accumulated every day in the normal course of operations. Sage 200 BI provides a powerful analysis and reporting tool which transforms data into meaningful intelligence. 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. Initially Sage 200 BI enables analysis of financial data within Sage 200, with further analysis cubes reporting on Commercial and CRM data set to follow. Sage 200 BI ensures you receive the maximum benefit from your business systems and data helping organisations in all sectors to build a significant competitive advantage.

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	Sage 200 Business Intelligence
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 visit www.sage.co.uk/sage200construction or call our Customer Development Team on 0845 111 9988.

Value added support

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.

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.

Microsoft® SQL options

Sage 200 requires an approved third-party database management system to operate - currently Microsoft SQL Server. 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.



For more information, please contact 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 or consult your Sage Business Partner for details.

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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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Sage (UK) Limited
North Park,
Newcastle upon Tyne,
NE13 9AA

Tel 0845 111 9988
Fax 0845 245 0297
www.sage.co.uk/sage200construction