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## Sage users defect on-demand

**NetSuite, the on-demand business management software provider, has announced a number of UK Sage Line 50 customers have defected to its on-demand business management application that integrates enterprise resource planning (ERP), customer relationship management (CRM) and e-commerce.**

NetSuite said that, despite owning more than 30 different product lines many years, Sage has never solved the problem of cross-departmental information flow and cross-product integration. The vast majority of Sage's

products are built on old, pre-internet architectures, further increasing the cost of ownership it added. Unlike NetSuite, it claims Sage products must be managed, upgraded, backed-up and updated manually by in-house resources.

Edge Vision ([www.edgevision.co.uk](http://www.edgevision.co.uk)), a Rickmansworth-based, value-added audio-visual reseller was a former Sage Line 50 user. "After having used NetSuite, I can confidently say it has improved Edge Vision's effectiveness in terms of saving employees' time, reducing margin for error, and

maintaining the company's profit margin," said Peter Taylor, Edge Vision managing director. "We were using very disparate system-based data before, including various Sage/ACT products."

Agam Jain, managing director of Jayex Technology ([www.jayex.com](http://www.jayex.com)), a London-based producer of information display systems and software said: "We came on board with NetSuite last year after previously using three different products – Sage Line 50 for accounting, ACT for CRM, and Excel for stock control and the rest. With so many systems,

things were disjointed and all over the place. Now everything is coordinated and efficient."

And Opta Sports Data ([www.optasportsdata.com](http://www.optasportsdata.com)) is a London-based compiler of European sports performance data. "Since migrating from Sage Line 50 to NetSuite, our sales processes have been much more closely integrated with our customer data," said Patrick Murray, Opta chief financial officer.

**CONTACT:**

NetSuite  
[www.netsuite.com](http://www.netsuite.com)