

20
YEARS

inixion

**Customer
Connect**

Customer Event 2026

20 Years Strong: Future Ready

Sage – Strategy that matters

Gareth Sargeant, UKI Sage X3 Sales Director, Sage



Sage – Strategy That Matters

Inixon Sage X3 Customer Day
The Belfry - March 2026



Who I am / Why Sage & Inixion partnership matters

- **Gareth Sargeant** — Sage X3 Sales Director, UK & Ireland
- **Inixion:** specialist Sage X3 partner; customer-first delivery focus
- **Shared goal:** protect value today, modernise confidently for tomorrow
- **Today:** Sage strategy → what it means for X3 → what you'll feel in practice



Sage – Strategy That Matters (What it means in plain English)



Sage strategic framework



Purpose

To knock down barriers so everyone can thrive

Ambition

To create the world's most trusted & thriving network for SMBs, powered by Sage Copilot

Strategy

Connect

Connecting SMBs to our trusted and thriving network

Grow

Winning new customers whilst delighting our existing ones

Deliver

Delivering productivity and insights driven by Ai

Stakeholders

Customers

Colleagues

Society

Shareholders

Partners

Values

Human

Bold

Trust

Simplify

← We do the right thing →

Sage X3

Sage

A leader in AI Powered ERP for Product Centric Organisations.

Sage X3 delivers when you're ready for the next level of control, visibility and timely insights to produce high quality performance, productivity and profitability. Trusted to deliver by over 7,000 organisations globally.

AI Driven Awareness & Efficiency

- ✓ Insights and automation for Finance, Sales, Procurement and Operations.
- ✓ *Embedded natural language chat allows users to query Sage X3.*
- ✓ Automated AI Processing of more than 45m invoices, with 96%+ data accuracy.

Enterprise Without Compromise

- ✓ Cutting edge extensibility and GraphQL integration.
- ✓ *Rapid Deployment methodology makes it possible to be live in as little as 45 days.*
- ✓ Extensive *portfolio* of Sage and Tech partner industry specific add-ons.

Your Platform For Global Expansion

- ✓ Extensive capabilities across finance, production, delivery and project management.
- ✓ Take your business to 80+ countries.
- ✓ Global network of trusted business partners.

Sage X3 SaaS - Cloud AI ERP

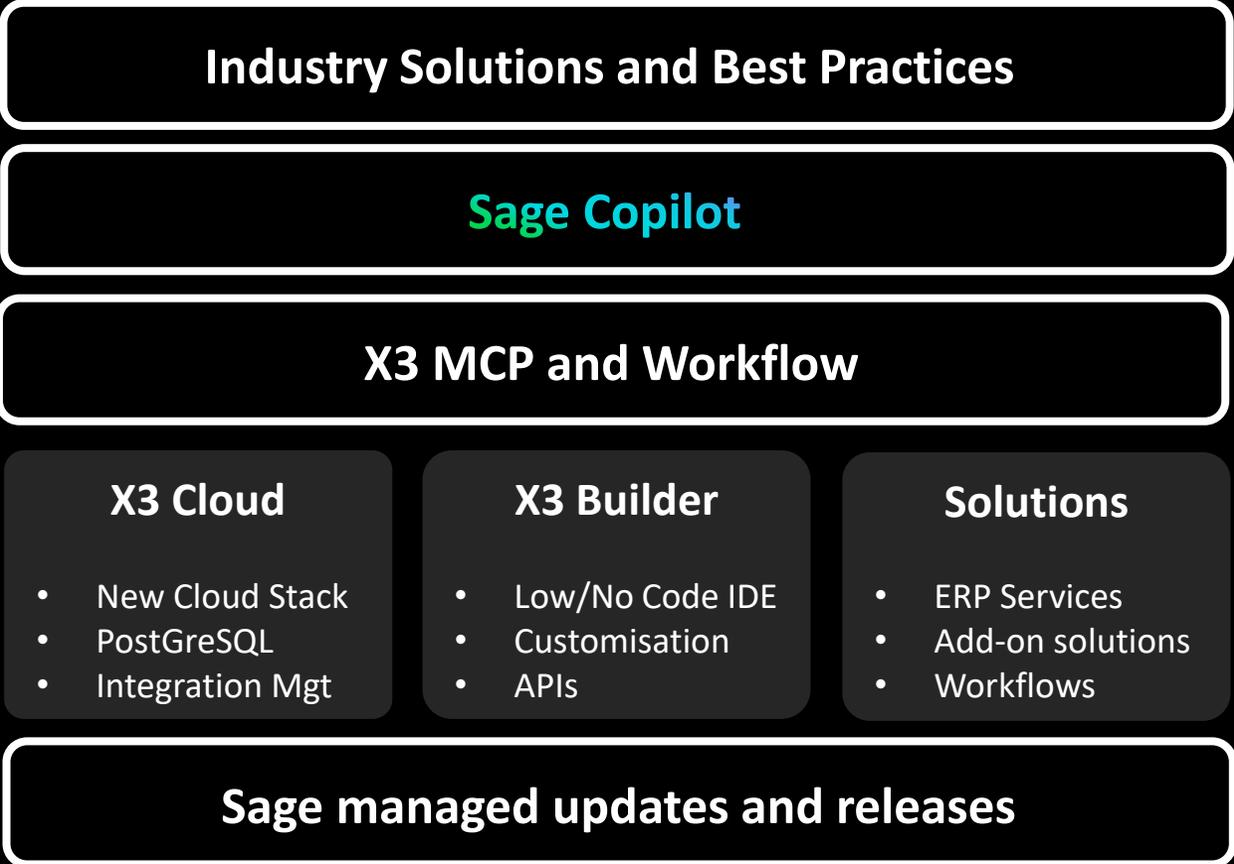
Accelerated time to value for customers

Rapid deployment



- Golden images
- Best practices
- Implementation guides & training
- AI driven provisioning

Software as a Service



User rollout & adoption



- AI powered help
- Guided workflows and dynamic UX
- In-product insights
- Sage University & community

Sage is an early AI innovator and leader

9+

years
delivering AI
solutions

40,000

AI models training
daily

\$3 billion

value of invoices processed
by AI
each month

42

million

insights generated
by AI in
last 12 months

Saving SMBs
100s to 1000s of hours
annually

45

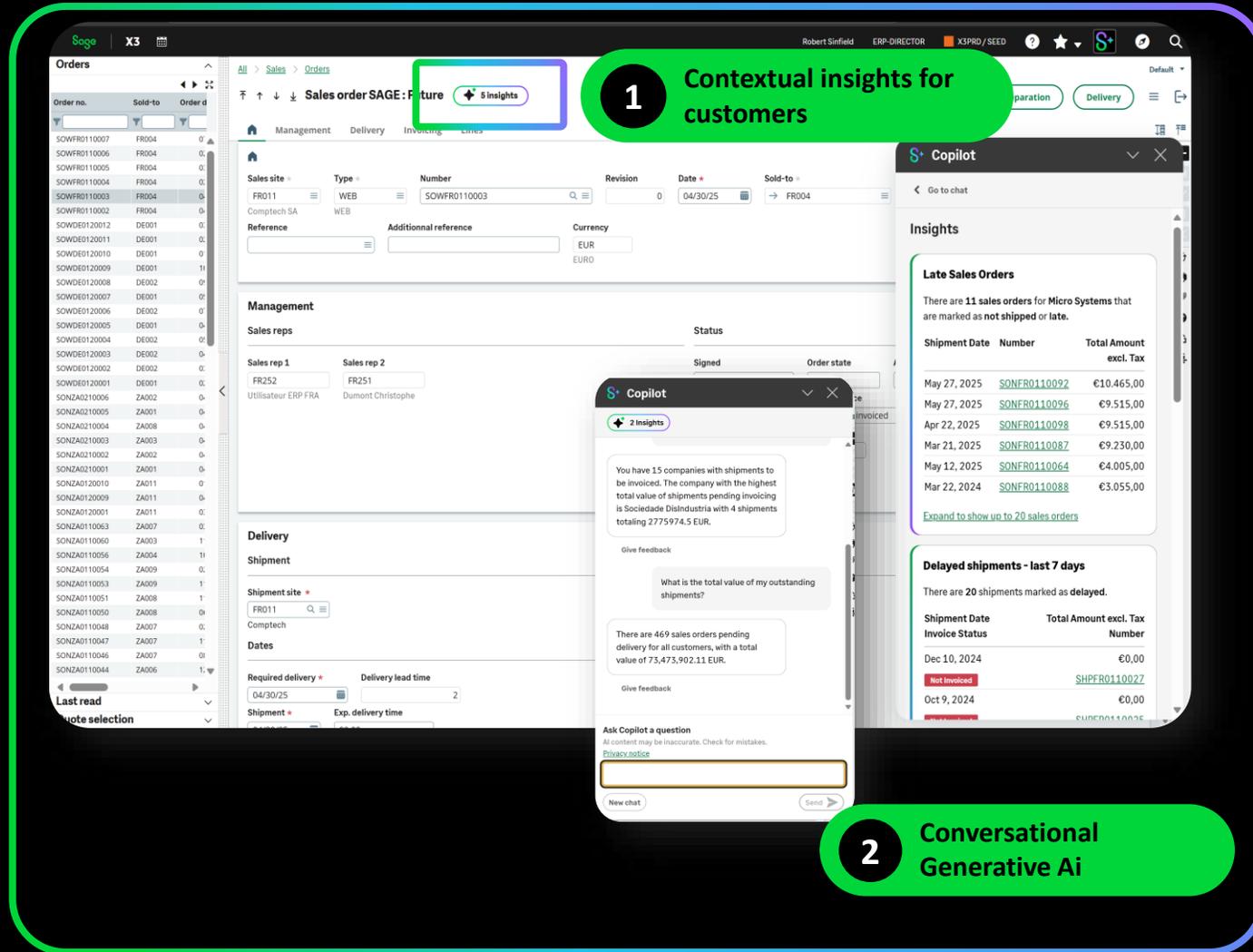
million
invoices
extracted annually

3.2 billion

AI predictions annually

7 languages
supported

Sage Copilot for X3



Launched in 2025 R2, Sage Copilot for X3 is all about supporting Sales and Operations

:: Conversational interaction

Embedded natural language chat allowing users to query Sage X3 about sales related events.

:: Intelligence Agents: Sales Intelligence Agent + Operational Intelligence Agent

Real time insights and alerts automatically displayed to users, which enable Sales and Operations teams to anticipate risks, manage fulfilment issues and identify at-risk customers.

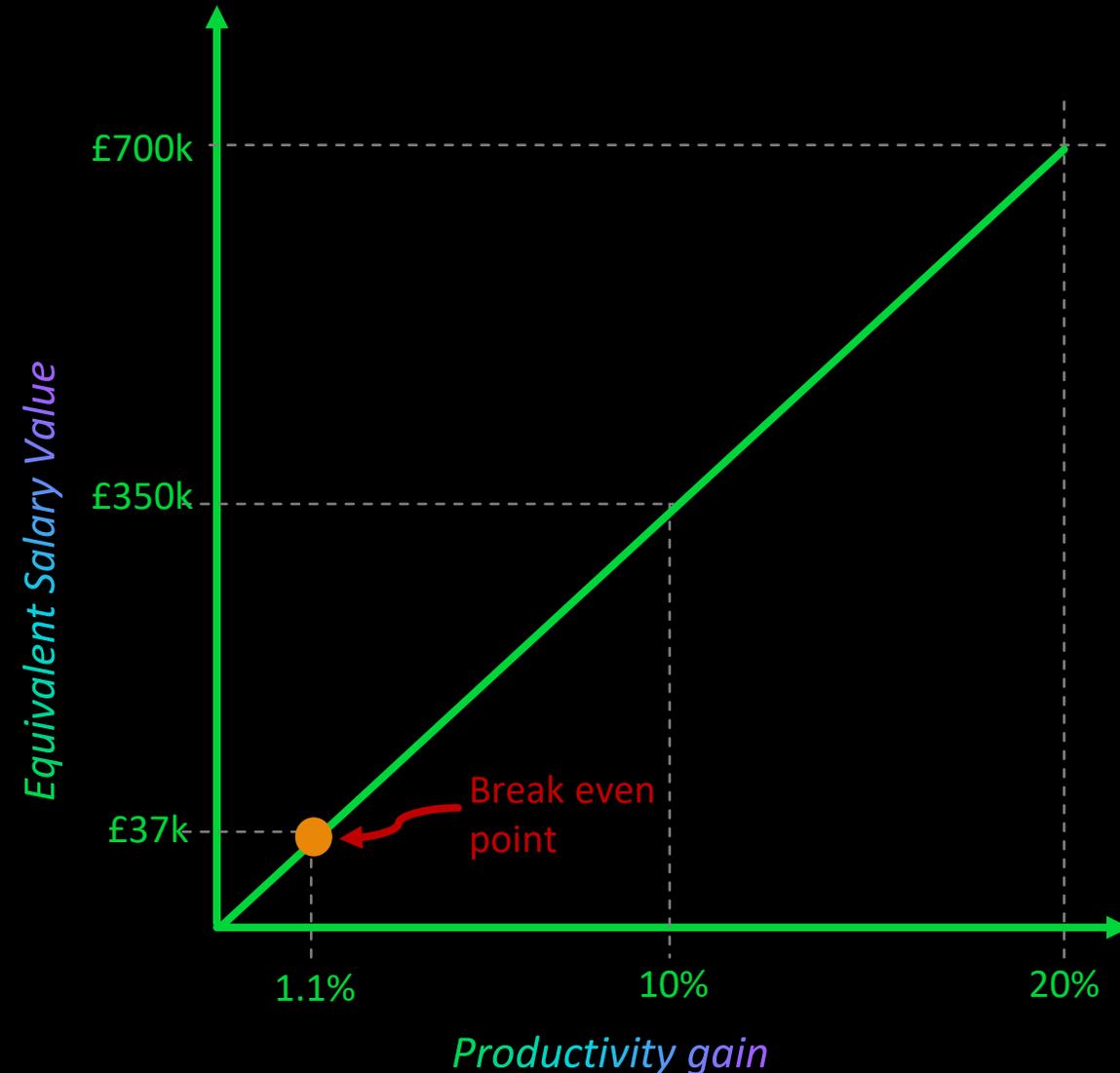
Sage Copilot conversational interaction is currently available in English, French and Spanish. Additional languages will be added in the future.

Modeling the ROI on AI ERP

Assuming 100 employee business

- £37k - Average annual cost to the customer for Sage X3 with Sage Co-Pilot (License only)
- £35k - UK Average annual salary for a single staff member
- £3.5m - Total average annual salary spend for 100 staff members
- 1.1% - Proportion of salary costs and productivity gains required to break even on ERP costs

A recent [Deloitte 2025 Smart Manufacturing Survey](#) showed that companies adopting AI in manufacturing business processes can see 7%-20% productivity gains.



Trusted Ai

“We will never use AI in a way that erodes your trust in Sage or our products.”

Aaron Harris, CTO, Sage.

Acquisitions that Matter

Sage Supply Chain Intelligence

Track every purchase order. Automate every step. Trust your supply chain.

Anvyl → Sage Supply Chain Intelligence (SSCI)

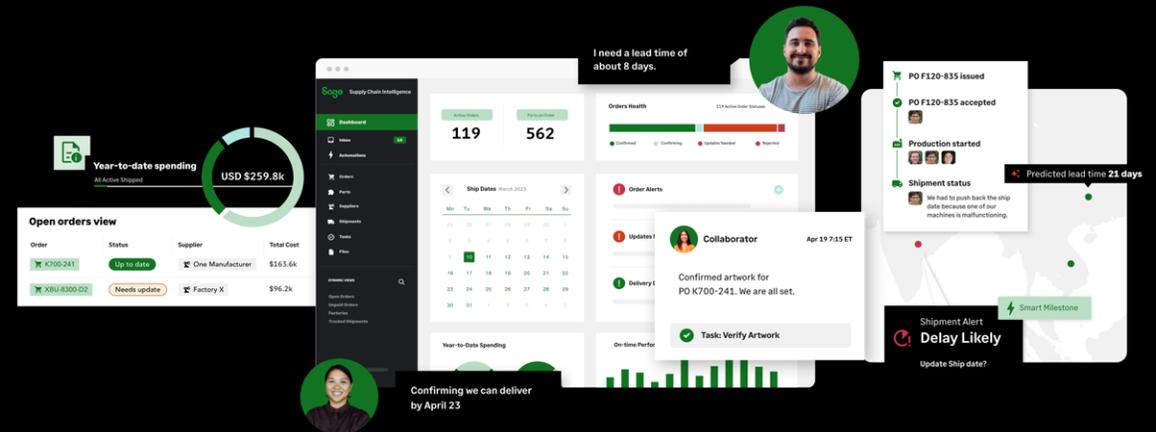
Acquired to enhance supply chain technology & visibility

SSCI launched as cloud-native “first mile” supply chain visibility & control

Infineo → Sage Business Reporting (SBR)

acquired to strengthen reporting & BI

SBR Excel-based reporting better operational control + faster insight for decision-makers



Sage Business Reporting



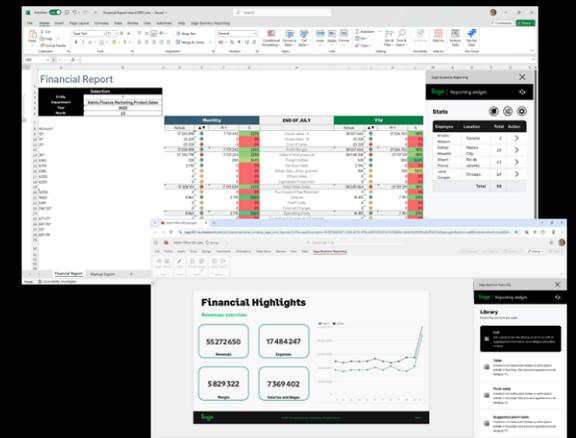
Smarter Sage reporting—delivered in familiar tools you know and trust.

Sage Business Reporting transforms how finance teams engage with Sage data.

Say goodbye to data exports and hello to dynamic, actionable reporting across Excel, Word, and PowerPoint.

Why Sage Business Reporting?

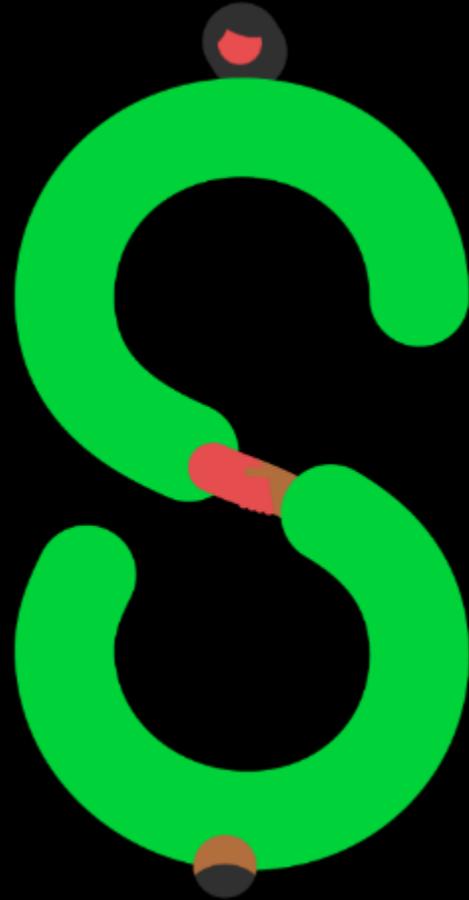
- Direct access to Sage data in Excel
- Automated and real-time report refresh
- Plug-and-play solution, no IT effort required



What this delivers for you (Finance / Operations / IT)



- **Finance:** faster close, fewer exceptions, higher confidence in numbers
- **Operations:** predict issues earlier; improve fulfilment + inventory decisions
- **IT/ERP:** fewer upgrade projects; safer customisations; secure-by-design cloud
- **Outcome:** agility + insight without sacrificing



Sage

Thank you!

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