

SAGE

Finance-first accounting and ERP.

FINANCE-LED

SME TO MID-MARKET

FAMILIAR INTERFACE

About the platform

SAGE offers finance-first accounting and ERP software recognised by most Kenyan finance teams, scaling from single-entity bookkeeping to multi-branch operations.

Why businesses choose it

- Strong in process manufacturing — food & beverage, chemicals, industrial
- Multi-legislation, multi-currency for cross-border operations
- Familiar Sage ecosystem for finance teams already on Sage 50/200
- Flexible cloud or on-premise licensing

Modules & packages

Financials, distribution, manufacturing, inventory, sales and purchasing, priced per user with add-on modules for advanced planning and business intelligence.

Editions & variants

“Sage” isn't one product — it's a family of five, aimed at very different company sizes. The pricing breakdown above is for Sage X3, the manufacturing- and distribution-focused edition Gegohub implements most often for mid-sized Kenyan businesses; Sage 100, Sage 300 or Sage Intacct may fit better depending on your size and how finance-led your operation is.

Full pricing breakdown below, edition by edition — not just the starting price. Publicly reported global pricing, shown for context; actual local quotes depend on modules, users and deployment.

SAGE — continued

01 Sage Accounting / Sage 50

Micro businesses needing bookkeeping, not full ERP — company size: 1–10 employees; deployment: Cloud or desktop.

PRICING MODEL	Flat monthly fee, not sold per-user
STARTING PRICE	\$7.50 – \$70/month (flat, not per-user)
PER-USER RANGE	N/A — flat fee, not per-user
TYPICAL IMPLEMENTATION	Not yet sourced as a typical figure — most buyers self-onboard; one source cites \$200–\$500 for a simple guided setup
TYPICAL TCO	Not yet sourced as a general figure
TYPICAL TIMELINE	Not yet sourced

02 Sage 100

Small-to-lower-mid-market — distribution & light manufacturing — company size: 10–500 employees; deployment: On-premise or hosted cloud.

PRICING MODEL	Per-user subscription (cloud) or perpetual (on-prem)
STARTING PRICE	\$55 – \$76/user/month
PER-USER RANGE	\$55 – \$150/user/month (range widens with deployment/hosting model)
TYPICAL IMPLEMENTATION	\$15,000 – \$120,000
TYPICAL TCO	\$25,000 – \$120,000
TYPICAL TIMELINE	3–6 months

03 Sage 300

Small-to-mid businesses needing multi-company, multi-currency, multi-language — company size: 10–500 employees; deployment: On-premise, hosted, or cloud partner.

PRICING MODEL	Per-user subscription (cloud) or perpetual (on-prem)
STARTING PRICE	\$100 – \$200/user/month
PER-USER RANGE	\$69 – \$400/user/month depending on hosting model (self-hosted vs. fully cloud-hosted)
TYPICAL IMPLEMENTATION	\$20,000 – \$100,000 typical; up to \$180,000+ for complex/large deployments
TYPICAL TCO	\$150,000 – \$500,000 over 3 years (~50-user business)
TYPICAL TIMELINE	4–8 weeks (small) to 2–4 months (mid-sized) to 4–8 months (large/complex)

SAGE — continued

04 Sage X3 ★ Gegohub implements this

Mid-to-large manufacturers, distributors and process industries — company size: 50–5,000 employees; deployment: Cloud, on-premise or hybrid.

PRICING MODEL	Per-user subscription (cloud) or perpetual (on-prem)
STARTING PRICE	\$100 – \$200/user/month (cloud)
PER-USER RANGE	\$200 – \$500/user/month (cloud); \$3,000–\$5,000/user one-time (on-prem)
TYPICAL IMPLEMENTATION	\$75,000–\$150,000 basic; \$250,000–\$750,000+ complex
TYPICAL TCO	\$100,000 – \$400,000
TYPICAL TIMELINE	4–9 months

05 Sage Intacct

Mid-market finance-first organisations — services, nonprofits, healthcare, SaaS — company size: 25–2,000 employees; deployment: Cloud only (SaaS).

PRICING MODEL	Per-named-user subscription (cloud only)
STARTING PRICE	~\$1,250/month base (\$150–\$400/user/month)
PER-USER RANGE	\$150 – \$800/user/month (sources vary by named-user vs. subscription-tier pricing)
TYPICAL IMPLEMENTATION	\$10,000 – \$200,000; average deployments \$30,000–\$75,000
TYPICAL TCO	\$50,000 – \$200,000/year typical; real-world verified spend often \$25,000–\$75,000/year
TYPICAL TIMELINE	2–4 months average; up to 6 months overall