Sage ERP X3 | Data Sheet

Streamlining Business Processes in Real Life

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Introduction

How much time does your staff waste performing redundant manual entry and paper-based processes? Are your resources being scheduled efficiently? Are your customers satisfied with delivery time? How difficult is it to retrieve the information you need to effectively analyze and manage your business?

Sage ERP X3 can help your company address these types of issues with rich and fully-integrated functionality in all areas of your business for accounting and financial management, purchasing, inventory, sales, customer relationship management and manufacturing. By integrating all your management processes into a single, coherent system there is no need for re-entry, no time lost, fewer errors and reliable and coherent data. It gives your company important productivity gains, as well as an improved decision-making capacity and increased reactivity to your markets.

One fully integrated system; one data warehouse

Many enterprise software packages consist of separate products bolted together from different sources. Every time information has to travel through an interface to get from one application to another, some efficiency is lost as processing slows. No matter how much work the software vendor does to eliminate redundancies and synchronize data files, disparate systems always produce idiosyncrasies that cannot be resolved. To the user, this can mean a long learning curve and more work, e.g., unnecessary data entry, and more opportunities to make mistakes.

Sage ERP X3 integrates all information and business processes within one single software system. By maintaining only one database, it simplifies the way companies manage their business. Once entered into the system, the information propagates in real time to all parts of the business that need it.

For example, an issued order has an impact on stock levels, production, accounting, etc. The embedded workflow functions permit your company to automate the flow of information within and outside of your business based on company-specific work practices and procedures for handling important and exceptional events.

Advanced functionality to maximize operational efficiency

Sage ERP X3's imbedded workflow functionality permits companies to automate the flow of information within and outside a business based on company-specific work practices and procedures for handling important and exceptional events.

Dashboards and the User Portal build on the system's intrinsic Business Intelligence capabilities by providing user-defined, actionable, up-to-the-minute graphical representations of key

statistical information such as revenues and equipment usage. Dashboards can help boost profits by providing instantaneous access to key company data, allowing management to quickly react to changing business conditions. With the User Portal technology, users can easily define their own workspace content that can combine, for example, dashboards, calendars, most-used functions, tasks, and other key system access points.

Armed with a comprehensive, secure web portal, users can transform their traditional desktop environment into one that provides intelligent, integrated and personalized access to any area of the enterprise system.

Sage ERP X3 customers streamline processes

Sage ERP X3 customers are utilizing the system's robust functionality to improve their operational processes. Here are a few examples of how Sage ERP X3 customers are streamlining their businesses:

Blount Fine Foods Gains Better Insight

With Sage ERP X3, Blount Fine Foods now has an integrated system that provides access to real-time information. "We used to wait till the end of the month, make entries to the general ledger and hope everything was okay. Now, we know the status of our business at any given time," said Phil Pitzer, Blount IS Director. "Also, we've become much more efficient. Now, anyone with access to the system can run reports to get the information they need, instead of being at the mercy of a few people who know how to pull information from the Microsoft Access database."

Sligh Furniture Increases Productivity

According to Rick Albertie, Systems Manager for Sligh Furniture, "Sage ERP X3's integrated functionality has definitely helped streamline our operations." The company has seen a large reduction in the amount of manual, paper-based processes, and reduced month end closings by two days. Mike Schermer, Director of Supply Chain for Sligh Furniture states, "Our productivity has certainly improved. For example, now we can simply point and click to generate a purchase receipt. It takes a few seconds instead of minutes."

Sovena USA Improves Planning and Scheduling

As one if its goals, Sovena USA (formerly East Coast Olive Oil) wanted to improve planning and scheduling through MRP deployment. With Sage ERP X3, the entire manufacturing process from raw materials to production orders and MRP is now fully automated. They also upgraded from a manually-intensive bar coding procedure to an automated scanning process. "We have definitely seen productivity gains with the system and are barely even scratching the surface in terms of its functionality," said Bert Mandia, Vice President of Sovena USA.

Sonnax Decreases Order Cycle Time and Eliminates Manual Pricing Procedures

"Sage ERP X3 is clearly not a patched-together system – its modules are well integrated and work together seamlessly," said Jeff Loewer, IT Manager for Sonnax Industries. With Sage ERP X3, the company's business processes are now streamlined and automated, enabling its staff to process order-entry inquiries in real-time; check product availability, determining available-to-promise dates and customer credit status while speaking with the customer on the phone. These tools are decreasing the order cycle time while providing their customers the same quality service to which they are accustomed.

Additionally, Sage ERP X3 gives Sonnax a competitive edge with its advanced pricing functionality which that calculates prices and discounts at multiple levels. According to Melissa Matthews, VP of Distribution for Sonnax, "Before we implemented Sage ERP X3, we had to price products for our customers manually. Now we can pull up pricing in one system instead of two as we did in the past. We can respond to customer queries more quickly and more accurately now."

Satellite Industries Integrates Business Partners

Supply chain collaboration was the driving force in Satellite Industries' ERP selection process. With Sage ERP X3, the company brought its business partners into their processing environment. "One of our primary objectives was to better integrate our business partners with our internal systems," said John Babcock, Project Director for Satellite. "They quickly had full and immediate visibility into orders and were planning their workloads accordingly. On day one of go-live, we achieved an 87 percent order fulfillment rate (order entry through shipment and mailing the invoice) and by the end of week one we were over 95 percent order fulfillment on the new system."

Ganong Bros. Ltd. Improves Accuracy and Optimizes Resources

Accurately pricing and invoicing customer orders are critical for this candy manufacturer. With Sage ERP X3, Ganong has improved accuracy and reduced billing errors, and can now track off-invoice allowances at a detailed level. Financial reporting is also much improved, now that management can easily access financial and statistical profitability information.

Ganong has also greatly improved the accuracy and timeliness of production recording through the use of the integrated Sage ERP X3's Data Collection module, thereby improving the production planning process. Additionally, implementing Sage ERP X3's powerful Finite Capacity Planning tool with rules-based optimization and drag-and-drop visual scheduling capabilities is helping to optimize company resources.

Golden Artist Colors Streamlines with Parameterization

GOLDEN took full advantage of Sage ERP X3's flexible parameterization features to customize key processes and functions without making programming changes. The company added new fields to tables, updated screen layouts and created record selection formulas that can be selected by users to filter data. In addition, GOLDEN contracted Sage to develop custom modifications for freight rates allowances, marketing support dollars for promotions and co-op advertising.

Sage ERP X3 played a significant role in improving GOLDEN's business operations. Measurable improvements include an increased level of on-time shipments, which are now consistently above 90 percent, as opposed to 70 to 85 percent without Sage ERP X3. Inventory turns increased from 5.4 to 5.96, an improvement of more than 10 percent.

Aceto Manages Complicated Compliance Regulations

Sage ERP X3 offered the flexibility required to support Aceto's unique processes and was able to adapt to meet the company's specific needs. For example, when importing hazardous chemicals from overseas, companies are subject to countryspecific regulations in addition to international business practices. The Sage ERP X3 services team customized Sage ERP X3's existing quality module to ensure that products go through a series of internal controls for the necessary documentation required to meet country-specific regulatory demands.

Schroeder Benefits from Better Business Information

"With Sage ERP X3, we can better plan production and forecast demand and take immediate action when a problem arises," said Schmitt, adding, "We've been able to stop inventory run outs. Now we know exactly what's on hand at any given moment without running to the warehouse to physically look at the inventory."

Schmitt continued, "And, we now carry less inventory. We used to place an order just because we suspected we needed something and didn't want to run out. Now, that we know exactly what we have, we only order what we need." And, because they know the amounts of raw materials on hand, Schroeder has been able to eliminate the time consuming and costly month end wall-to-wall physical inventory counts.

Carson Home Accents Speeds Up Daily Allocation Process

"With Sage ERP X3, we can now complete [our daily allocation] process in about a half hour, instead of the four hours it took with our legacy system. And it's kind of fun how it works. We simply drop a CSV file created from the Excel query into a folder on our desktop and the orders are selected for picking. The standard Sage ERP X3 import and export functionality provide great opportunities for process improvement.

Every day, companies are tapping the powerful functionality of Sage ERP X3 to improve their business processes. Learn more about these and other Sage ERP X3 customers at www.sageERPx3.us.

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