

Success Story

# Aztec Oils fuels efficiency with Sage X3

Specialist oil manufacturer streamlines workflows and improves traceability

“Sage X3 transformed our efficiency, with real-time data at our fingertips.”

**Issy Mudzengerere**

Head of Projects and Procurement, Aztec Oils



### The Challenge

Aztec Oils needed to improve traceability and streamline manufacturing processes, goals that outpaced the previous system's capabilities as the company grew.



### The Solution

Sage X3 offered advanced planning, traceability, and data visibility, meeting Aztec Oils' needs for enhanced control and operational efficiency.



### The Result

Aztec Oils achieved faster planning, data-driven insights, and improved stock management, reducing costs and empowering better decision-making.

- Reduced planning time from hours to minutes.
- Enhanced stock visibility and control.
- Improved supply chain efficiency.
- Real-time data for quicker decisions.



**Company**  
Aztec Oils

**Location**  
United Kingdom

**Industry**  
Energy, Oil and Gas

**Sage Products**  
Sage X3

**AZTEC OILS**  
THE LUBRICATION SPECIALISTS

### About Aztec Oils

Aztec Oils, a UK-based specialist manufacturer, creates custom lubricants tailored to clients' unique mechanical needs, supplying sectors worldwide with precision-formulated solutions.



### X3 Consulting

Trusted Sage implementation partner



### **Meeting growing challenges in manufacturing and traceability**

Aztec Oils, a specialist producer of industrial lubricants, faced rising complexity as it expanded to serve automotive, mechanical, and manufacturing customers. While their previous system handled basic distribution, it lacked the specialist features needed for process manufacturing.

“The old platform was adequate for distribution,” explains Issy Mudzengerere, Head of Projects and Procurement, “but it couldn’t support our need for traceability, load management, and version control in manufacturing.”

Sage X3, integrated with Proccession—a specialised software enhancing version control and formulation flexibility—provided the solution. Proccession reintroduced adaptability, enabling Aztec Oils to manage multiple Bills of Materials and adjust Works Orders dynamically without compromising quality or traceability.

“We needed a system that could quickly track various formulations and production requirements,” Issy adds. Sage X3, working seamlessly with Proccession, delivered the flexibility, transparency, and scalability Aztec Oils needed to streamline workflows, improve control, and support continued growth.

### **Smooth onboarding and immediate value**

Aztec Oils approached the upgrade thoughtfully, researching ERP systems for six months to ensure they selected the most suitable solution. Having used Sage 200, they felt Sage X3 would ease the transition without overwhelming the team. This familiarity, coupled with support from X3 Consulting, helped build confidence. “Having used Sage 200, our team felt comfortable with Sage X3, making the onboarding process much less daunting,” Issy shares.

X3 Consulting guided Aztec Oils through implementation with a practical, accessible approach. “We worked closely with a dedicated consultant who was available whenever we needed, even during late hours,” Issy notes, highlighting the hands-on support that contributed to a smooth migration. This close collaboration and straightforward communication meant that Aztec Oils’ team could quickly adapt to the new system and begin experiencing the benefits of Sage X3 from day one.



Inventory management is crucial for Aztec Oils' operations, and Sage X3 brought essential improvements in visibility, control, and traceability.

### **Turbocharged planning for maximum efficiency**

Before Sage X3, production planning at Aztec Oils required tiresome manual processes, taking up to 15 hours per week across the team. The task of scheduling relied on spreadsheets and manual data inputs, creating delays that impacted resource allocation and efficiency. The advanced planning capabilities of Sage X3 cut this process down to a matter of minutes. "Now, we can plan our schedules in seconds rather than hours," Issy explains, "allowing us to focus on higher-value activities." With Sage X3, Aztec Oils' production planning became streamlined, freeing up valuable time and enabling the team to manage resources more effectively.

This significant improvement in planning efficiency also resulted in reduced labour costs and increased capacity to meet customer orders on time, enhancing overall productivity. The ability to generate rapid, accurate schedules provided a crucial edge in maintaining Aztec Oils' operational flexibility and competitive advantage.

### **Enhanced stock management and traceability**

Inventory management is crucial for Aztec Oils' operations, and Sage X3 brought essential improvements in visibility, control, and traceability. The team could now track stock levels by batch and raw material source, which was particularly valuable during periods of raw material shortages. Previously, understanding the impact of a raw material shortage required manual investigation using spreadsheets. With Sage X3, the team gained instant visibility into all affected stock, enabling quicker response to potential disruptions. "The system gives us a complete view of our stock, including traceability by batch and raw material sources," Issy says.

Beyond managing shortages, the traceability of Sage X3 functions provided Aztec Oils with an ability to control quality and fulfil customer requirements with confidence. For industries where precision and transparency are paramount, Sage X3 ensured that Aztec Oils could provide clients with detailed insights into each product's composition and origin, supporting a stronger, more reliable supply chain.

### **Data accessibility driving smarter decisions**

For Aztec Oils, real-time data accessibility has had a huge impact. The platform's reporting tools offered the team complete visibility into stock, planning, and production data, enabling faster and better-informed decision-making across departments. With stock data readily available, the team improved forecasting accuracy and aligned production with actual demand, ensuring more accurate fulfilment rates and improved customer satisfaction.

"We can access critical data instantly, reducing delays in decision-making," Issy highlights.

This accessibility not only streamlined everyday operations but also empowered Aztec Oils to respond proactively to client needs, delivering timely updates on orders and stock availability. In a fast-paced industry, the ability to base decisions on real-time information provided a vital competitive edge, reinforcing Aztec Oils' position as a responsive, data-driven leader in the lubricants market.



“Sage X3 has given us confidence in our data and control over our operations.”

**Issy Mudzengerere**

Head of Projects and Procurement, Aztec Oils

**Building a future on data-driven reliability**

Since implementing Sage X3, operations at Aztec Oils are running smoother than ever. The ability to access, analyse and act on real-time data has not only streamlined processes but also enabled the team to make data-informed decisions that support company growth.

The team are also excited to continue leveraging the combined capabilities of Sage X3 and Proccession to further automate processes like the creation of technical sheets and Certificates of Analysis. These keep the team enhancing its batch traceability and quality management while paving the way for greater operational efficiency and scalability.

From reducing stock levels to optimising resource planning, Sage X3 has provided Aztec Oils with the data to turbocharge experiences for both employees and customers. “We can now rely on our data more, and that has made a world of difference,” Issy concludes.



Sage

© 2025 The Sage Group plc or its licensors. Sage, Sage logos, Sage product and service names mentioned herein are the trademarks of The Sage Group plc or its licensors. All other trademarks are the property of their respective owners.