

Success Story

Designing one source of truth for the future

Bringing two UK sites together:
How IG Design Group streamlined
operations with Sage X3 and X3
Consulting.

“The X3 Consulting team felt part of
our own team, right through from the
selection process to design,
implementation, and go-live.”

Robert Barclay
Finance director, IG Design Group



Bringing two legacy ERP systems together

IG Design Group used different legacy enterprise resource planning systems at its two UK sites. The systems had been in place for more than 30 years, and vital knowledge rested with people approaching retirement. The business needed to modernise, rely less on individual knowledge, and create a single source of truth.



Why IG Design Group chose Sage X3 and X3 Consulting

Sage X3 combined ready-to-use functionality with the flexibility to support local processes. This meant IG Design Group could meet its requirements without building a heavily customised ERP system. X3 Consulting added the project management experience and product knowledge needed to guide the work from selection through to go-live.

Sage

Company
IG Design Group

Location
Two sites across the UK

Industry
Paper-based product
manufacturing

Sage Products
Sage X3

designgroup

About IG Design Group

IG Design Group is a UK business operating across two key sites. It manufactures paper-based products and sources a significant amount of paper from Asia. With UK turnover of around £100 million, the business needed an ERP system suited to its size, processes, and traceability requirements.

X3
CONSULTING

About X3 Consulting

X3 Consulting is a trusted Sage X3 partner, helping businesses streamline operations, improve visibility, and drive growth through expert implementation, support, and consultancy services.



Creating one source of truth across two sites

Sage X3 replaced separate legacy systems with one source of information across the business. This reduces reliance on knowledge held by individuals, gives both sites access to consistent information, and supports the data capture needed for legislative reporting.

Working with X3 Consulting from selection to go-live

IG Design Group had limited experience of ERP implementation because its legacy systems had been in place for decades. X3 Consulting combined technical knowledge of Sage X3 with a project-led

approach. Its team worked as part of the IG Design Group team through selection, design, implementation, and go-live.

“That project lens was something which was really critical. We were working with a partner through the journey.”

Flexibility without excessive customisation

Much of the functionality IG Design Group needed was available in Sage X3 out of the box. Limited configuration could then support local business processes without making the system too heavily bespoke. The cost of the implementation also felt appropriate for a UK business with turnover of around £100 million.

“A lot of the functionality that we needed came out of the box.”



“Having implemented Sage X3, we’re ready with the right traceability, particularly looking at using the batch functionality within X3.”

Robert Barclay

Finance director, IG Design Group

Using batch functionality to support traceability

The European Union Deforestation Regulation brings requirements around the traceability and geolocation of paper sources. This matters to IG Design Group because it sources a significant amount of paper from Asia. Batch functionality in Sage X3 enables the business to capture the information it needs for reporting.

Connecting key software and preparing for AI

The application programming interface infrastructure in Sage X3 allows IG Design Group to connect key software directly to its ERP system. The business is already finding process efficiencies through these connections. With consistent data and connected systems in place, Sage X3 also provides the foundation for IG Design Group to keep exploring artificial intelligence as the technology evolves.



Sage

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