Sage ERP X3 Spells Success for ABC Compounding, Inc.

ABC Compounding, Inc. is a specialty chemical manufacturer of industrial cleaning supplies. Through decades of uninterrupted growth and profitability, the company has grown into a recognized leader in the industry. Though ABC Compounding serves customers large and small, up to 60 percent of its sales are private-label products, distributed by regional and national janitorial supply companies. Maintaining the success of a large manufacturing operation with thousands of products is challenging, but it is a challenge the company is meeting, with help from Sage ERP X3.

Move to a Modern Manufacturing Solution

The company had been using an integrated manufacturing solution, called ProcessPro, which utilizes the Sage Pro ERP financial modules. While the solution had performed well for years, it had become undersized and lacked key functionality needed to meet the company's growing demands. "Planning, scheduling, and Material Requirements Planning (MRP) features had become increasingly important to us, and they were lacking in our previous ERP software," explains Myra Hager, chief information officer for ABC Compounding. "We needed a scalable, fully integrated, enterprise solution that was easily adaptable to our requirements."

Hager had used Sage ERP X3 in a prior position, and was familiar with its comprehensive manufacturing capabilities. "The time was right, and the pricing to make the switch was very competitive," she says. "We never seriously evaluated any other solutions. Sage ERP X3 delivers what we need."

Rapid Implementation

ABC Compounding partnered with a local Sage business partner to assist with the implementation and data conversion tasks. "We had an experienced partner who helped us stick to an aggressive timeline," says Hager. "No conversion is easy, but this implementation went very smoothly. We received great training through Sage, and right away began making productive use of the software."

Hager says she is impressed that such a robust application could be implemented so quickly. "It's a very complete ERP solution, with a full set of integrated manufacturing, distribution, and financial components. It is highly flexible, yet at the same time it's very intuitive to install, configure, and use."

Customer
ABC Compounding, Inc.

Industry
Manufacturing

Location
Atlanta, Georgia

Number of Locations
6

System
Sage ERP X3

abc
Atlanta, Georgia / Dallas, Texas

Challenge
ABC Compounding was using an older manufacturing application that lacked essential tools such as planning, scheduling, and MRP.

Solution
Sage ERP X3 offers a comprehensive suite of manufacturing, distribution, and financial modules and a clear migration path from ProcessPro and Sage Pro ERP.

Results
A rapid implementation helps speed overall ROI. MRP automates the creation of work orders, eliminating manual data entry. Access to data is vastly improved.

Streamline Manufacturing

The switch to Sage ERP X3, with its purpose-built manufacturing suite of modules, is streamlining operations for ABC Compounding. Planning, scheduling, and production control tasks are all handled more quickly, accurately, and with less manual data entry than before.

"We let the MRP function create work orders for us based on orders and stocking levels," explains Hager. "Previously, we printed reports, did separate calculations, and manually entered the work orders. We might have several hundred work orders active at once, each with dozens of items, so eliminating the manual data entry tasks has been an enormous time saver."

Step-Saving Tools

Intercompany transfers of inventory are common, as are transfers between site locations within each company. Using Sage ERP X3, such transfers are straightforward and easily traceable. Previously, ABC Compounding had to enter separate buy and sell transactions to transfer ownership of the material.

Sales and customer service staff appreciate the software's easy and intuitive navigation. "We have six staff members that enter more than 200 orders each day," says Hager. "Speed is of the essence, and Sage ERP X3 provides the tools they need to quickly enter orders and answer our customers' questions."

Quick Access to Actionable Data

"The single biggest benefit of Sage ERP X3 to our organization is the easy access to critical information," notes Hager. "The ability to drill down and tunnel around following a transaction is invaluable. We have access to relevant documents and data with just a few clicks. Our staff loves what we call the Left List, a

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Myra Hager, chief information officer
ABC Compounding, Inc.

display of tasks and data related to the screen they're working on. It's a quick way to navigate and uncover all the information we need."

Hager says it is still too early to accurately measure the actual return on investment ABC Compounding will realize with the switch to Sage ERP X3, but many dividends became obvious from the start. "We have only been live for a short time, but already our team is positive about the contribution of Sage ERP X3," she concludes. "It is a powerful ERP solution with strong manufacturing capabilities. We have been able to abandon several third-party applications that we had needed, because the functionality they provided is part of Sage ERP X3. That saves us money and effort. In addition, the comfort level of relying on a software solution that uses a modern, industry-standard database and platform can't be underestimated."

About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs more than 13,500 people and supports more than 6 million customers worldwide. For more information, please visit the website at NA.Sage.com or call 866-996-7243. Follow Sage North America on Facebook at: Facebook.com/SageNorthAmerica and Twitter at: Twitter.com/sagenamerica.

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