

E-BOOK

Streamline your business
with a comprehensive, efficient
and cost-effective solution

Implementing Sage X3



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Integrated solutions to match your business needs

“We had Sage X3 up and running in just four months. We were impressed that such a comprehensive application could be taken live so quickly.”

— Barry Gertner, IS director, A.M. Leonard, Inc.

Streamline all your business information and processes

Sage X3 integrates and streamlines all your existing procedures. From finance, sales, and CRM to purchasing, inventory, and manufacturing, you get a single software system and database. An adaptable solution offering one of the safest development platforms in the industry, it easily works within your current environment while preserving your ability to grow and meet new challenges over time.

Sage X3 can manage multiple sites or companies out of one single software instance, locally and internationally. It also supports SQL Server and Oracle as well as multi-language customers in 50 countries. The Sage X3 database allows for full configuration of the system with a development toolset included. This guide should help everyone in the IT department understand the technology behind Sage X3 and how simple the implementation process can be.



Streamline your business with a comprehensive, efficient and cost-effective solution

How an ERP solution can help resolve manufacturing challenges

Sage X3 makes complex environments simple

The manufacturing industry is fiercely competitive, plus increasing costs and customer expectations present significant challenges:

- Are your existing business systems outdated and hampering your growth?
- Are you frustrated by multiple systems which don't talk to each other?
- Can you extract a consolidated view of operations and data across multiple sites and companies?
- Is inventory management an issue?
- Are you able to ensure product consistency and quality?
- Do you have full visibility into production costs?
- Do you have real-time visibility across your supply chain?
- Are you able to embrace technological advances to secure a competitive advantage?
- Do you have the functionality and support you need for mergers, acquisitions or organic growth?

Modern business management solutions provide the advanced functionality you need to tackle these challenges head on, streamline your operations and develop strategies for growth which will help you gain competitive advantage.



Efficient implementation of the ultimate efficiency tool

Our approach

Implementation can take anywhere from 60 to 120 business days depending on the complexity of your needs. After all, when everything is working together—the plan, the methodology, the configuration, and the software itself—remarkable results can be achieved.

How do we do it?

It all begins with scoping interviews, where we get an in-depth view of what you need from the system. Once this is complete, we can start to plan for implementation, testing, training, and support. From there, we initiate Sage X3 as an integrated solution.



“From kick off to the set-up and launch of your Sage X3 solution, working with your Sage certified partner helps to ensure a successful installation.”

— Barry Gertner, IS director, A.M. Leonard, Inc.

**Implementation is adjusted
to your business needs**

Your implementation timing is up to you. A simple implementation can be scoped, implemented, tested, and rolled out in a matter of weeks.

For customers looking for a customized solution, Sage X3 is easily adaptable to meet your business needs and implementation timing will be adjusted accordingly.

Step 1

Project launch

Scoping: 10-14 days

Step 2

Description of target solution

Implementation: 6-8 days

Step 3

Installation of target solution

Testing: 13-19 days

Step 4

Acceptance of target solution

Training: 2 days

Step 5

Go-live approval

Support: 4-7 days

Step 6

Final production sign off



Streamline your business with a comprehensive, efficient and cost-effective solution

Technology that adapts to your ever-changing objectives

With more than 6.3 million customers worldwide, Sage is a leading supplier of business management software. From small startups to larger organizations, we make it easier for companies to manage their business processes—from top to bottom.

Sage X3 Features:

- Developed on the basis of product expertise
- Comprised of a broad set of capabilities
- Designed to adapt to the specific needs of your enterprise

Predefined Configuration:

- Created from a functional-role perspective
- Includes a library of process flows based on customer best practices
- Initialized with standardized reports, forms, KPIs, parameters, and settings
- Adaptable to the specific business rules of the customer

Implementation Methodology:

- Designed to reduce costs and shorten implementation time
- Structured to define, track, and achieve enterprise goals
- Comprised of tools and deliverables designed specifically for this edition
- Provides maximum visibility to status throughout the project

Choosing the right partner...

As a leading Sage Business Partner, Net at Work are experts in implementing and supporting Sage X3. Our experience and knowledge in manufacturing businesses has led us to enhance the Sage X3 solution for regulatory compliance, quality control and more so we can tailor a solution to meet the unique challenges of your industry today and in the future. We strive to build long-term strategic partnerships with our clients and our consultative approach means we can minimize risk and ensure the implementation and ongoing support of your new solution will be smooth, efficient and effective so you can drive your business forward.

Brick It Case Study

“We are always adjusting and tweaking our business approach to meet market and customer demands, and in Sage X3 and Net at Work we have an ERP and a partner able to pivot with us.”

— Robert Dolinski, Managing Member of Brick It.

Type of Business

Brick It manufactures and distributes an innovative grid system allowing contractors and even home owners to build their own thin brick walls using user-friendly installation parts and a large variety of brick colors and sizes. The company holds five patents on its proprietary technology, and its products adorn restaurants, shopping malls, retail stores and homes around the globe. As Brick It began laying the foundation for its future growth and expansion, it selected Net at Work and Sage X3 as part of its framework for success.

Challenge

The company has experienced a meteoric growth between 12 and 20 percent annually for the past several years, and quickly outstripped the capabilities of its older accounting software. “We started with QuickBooks, and later moved to Sage 300,” recalls Robert Dolinski, Managing Member of Brick It. “We recognized we needed robust manufacturing capabilities that were missing from our old system, so we began evaluating new ERP solutions.”

Roll of Sage

Sage spearheaded the implementation, bringing in Net at Work to provide the boots-on-the-ground team to plan and execute the transition, and configure Sage X3 to match Brick It’s unique workflows.

Thanks to a committed team at Brick It and a talented consulting team at Net at Work, Brick It was live on Sage X3 in just a few months—ahead of schedule and under budget. “That doesn’t happen often in ERP implementations,” Dolinski notes. “It was a true team effort—we all worked together to bring it home.”

Result

With Sage X3, the company’s transformation has been nothing short of remarkable. Previously, Brick It had zero visibility into its manufacturing costs until long after the products were completed and shipped. Similarly, forecasting, ordering and allocating inventory were manual, imprecise and time- consuming activities.

As a result, not only are the company’s employees and its customers happier, Brick It is saving money through more strategic purchasing, faster order processing, and more accurate insight into the profitability of its products.

Next Steps: Choose the right business management solution

Sage X3 is part of the Sage Business Cloud.
Integrate the platform at any stage of your business, grow over time
by adding new products as you need them, and future-proof your business.

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