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Sage ERP X3 proves itself a fruitful solution for Leahy IFP

Rapid implementation and configurability speed company's return on investment

Customer
Leahy IFP

Industry
Beverage manufacturing

Headquarters
Glenview, Illinois

Number of locations
3

System
Sage ERP X3

For over 50 years, Leahy IFP has been setting the standard for superior products and customer service. The company manufactures shelf-stable beverages that are distributed throughout the food service, commercial, and hospitality sectors. When the time came to replace its legacy ERP system, the company sought a robust ERP solution that could manage all aspects of its busy operation, from back-office accounting through sales forecasting and shop floor production. Only one solution met Leahy IFP's demanding set of requirements: Sage ERP X3.

Ideal mix of functionality, price, and usability

"We reviewed several packages, including Oracle, SAP Business One, Epicor, Adage, Microsoft Dynamics AX, and Sage ERP X3," recalls David Clarine, director of IT for Leahy IFP. "Some were much too complex and expensive, others not robust enough. We selected Sage ERP X3 because it could be

configured to align with our requirements, offered full process manufacturing functionality, had a robust development tool kit, and fit both our budget and our implementation schedule."

Clarine says the transition from the company's legacy application to Sage ERP X3 was straightforward: "It was easier than I imagined. We migrated our master file data from the old system, keyed in open transactions, and were in business. We ran parallel systems for a short time to ensure everything was correct, and it was. All things considered, it was a relatively quick and painless transition."

Rapid speed to go-live

"When we began the implementation of the manufacturing modules, consultants from Sage came on site and walked us through the process of creating routes and mapping our processes and workflow, explains Clarine.

> "The ability to develop customizations, and house them in Sage ERP X3 has been a tremendous benefit."

David Clarine
Director of IT, Leahy IFP

Challenge
Leahy IFP sought a modern ERP solution to replace its legacy application. Full process manufacturing capabilities as well as flexible configuration options were a priority.

Solution
Sage ERP X3 was the only solution to meet the company's requirements for functionality, price, and speed to go-live.

Results
Rapid implementation, configurability, and ease of use speed the software's return on investment. More accurate costing leads to better forecasting and increased profitability. Specific functionality added to the software addresses unique business challenges.

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"This phase went very smoothly. They really knew what they were doing, and we had done a lot of preplanning, which together resulted in a rapid speed to go-live."

Clarine has high praise for the Sage consulting team. "We appreciate their customer orientation, their conscientiousness, and their ability to stay focused on the goal. For their integrity and service, I would place them at the top of the list of vendors I've worked with."

Workers interact with Sage ERP X3 in real time on the production floor, issuing raw materials and recording finished goods. "I credit Sage ERP X3 for being intuitive and easy to use. Many of our staff members don't have a technical background, yet they are able to make efficient use of the software," says Clarine.

Configurable to meet specific business needs

The inherent flexibility and configurability of Sage ERP X3 results in tremendous benefits for Leahy IFP. "The software is able to accommodate nearly any conceivable business process," Clarine says.

Electronic Data Interchange (EDI) is a requirement for doing business with many of Leahy IFP's customers. Clarine notes that even though trading partners may have vastly different requirements for the data they wish to exchange, Sage ERP X3 has been able to accommodate each situation. "We were able to get EDI up and running very quickly. We can add fields to screens and tables and adjust the software's business logic as needed to accommodate each trading partner's requirements."

Using the Sage ERP X3 software development kit, Clarine has created three separate custom modules in the application to address what were some of the company's toughest challenges. One module tracks equipment that is out in the field. Another speeds the company's sales forecasting and budgeting by streamlining the process of integrating data from disparate sources.

A third module tracks rebates earned by third party end users. "Previously this was all tracked outside of our core application," says Clarine. "The ability to develop customizations quickly and easily, and house them in Sage ERP X3, rather than as a stand-alone application, has been a tremendous benefit."

Higher level of cost control

Profit margins in the food and beverage industry are often thin, which makes accurate product costing an absolute requirement. Leahy IFP now has access to more accurate, detailed, and current cost data than ever before. And when the cost of a raw ingredient changes, the company is able to instantly update the costs of every item that utilizes that ingredient.

With better cost data available, the company's budgets are more accurate, and it has been able to adjust pricing to ensure long-term profitability.

"Sage ERP X3 has been a good financial decision for Leahy IFP," concludes Clarine.

About The Sage Group plc

Sage Group plc is a leading global provider of business management software to small and medium sized companies, creating greater freedom for them to succeed. Sage understands how and why each business is unique. We provide products and services that suit varying needs, are a pleasure to use, and are secure and efficient. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and entered the FTSE 100 in 1999. Sage has over 6 million customers and more than 13,380 employees in 24 countries covering the UK & Ireland, mainland Europe, North America, South Africa, Australia, Asia, and Brazil. For further information please visit: **www.sage.com**

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