

sage

sage

X3

Customer Spotlight



X3 by the numbers



**Over
625k**

*end users
worldwide*

5,500+

customers

80+

countries

50+

*ISV
partners*

**Over
480**

*partners
worldwide*

**Over
1,300**

*certified
consultants*

18

*industry
verticals*

15

*language
packs*

Sage X3 provides faster, more intuitive and tailored business management solutions than conventional ERP for organisations looking to retain their competitive advantage by increasing their agility and embracing change

Customer spotlight



Largest producer of ornamental plants in U.S.



Largest food and beverage distributor in St. Maarten, St. Martin and Leeward Islands



Major candle and home fragrance manufacturer



Mutual life insurance company serving over 5 million clients



Oldest candy company in Canada, specializing in chocolates and confectioneries



#1 supplier of air-activated heat warmers, major manufacturer of medical devices and OTC products.



Manufacturer of industrial, food, and cosmetic grade silicones



Global leader in the importing and distribution of over 1,100 chemically derived pharmaceuticals



Leading wholesaler of heating and air-conditioning products



Health conscious snack and foods manufacturer

Discrete Manufacturing

Customer spotlight | Empire Candle Co.

Major candle and home fragrance manufacturer



“We saw immediate performance increases, including a 30% reduction in productive labor and consolidation of an entire warehouse facility footprint, and annual savings of around \$400,000.”

Robert Turtledove, President and CEO

300%

Growth experienced since implementation

3+ years

Average age of inventory in warehouses before implementation

Precision

In managing orders, supply chain, and inventory

Expertise

Through system implementation with Sage partner, NexTec



Industry: Manufacturing: household
Founded: 1951
Employees: 80
HQ: Kansas City KS
Product: Sage X3
Deployment: On-premise
Business Partner: Nextec Group

Customer spotlight | S&S Hinge



“Enterprise Management offered the best combination of functionality, technology, value and implementation methodology of the systems we evaluated.”

Terry Steinberg, VP and CIO

1

Single version of the truth
reducing time wasted on
inefficient tasks

100+

Customers added
in one year

5

Potential solutions
Evaluated before
Selecting Sage X3

3

Disconnected accounting,
quoting and
manufacturing systems
replaced

Industry: Manufacturing:
Industrial Equipment
Founded: 1932
HQ: Kansas City KS
Product: Sage X3
Deployment: On-premise



Customer spotlight | Aceto Corporation



Global distribution leader of chemically-derived pharmaceuticals



“We’ve reduced our inventory carrying costs by 30% –that represents nearly \$500,000 in cash freed up. Inventory turns are up by 20%. The time to produce a custom quote is down by 75%.”

Rich Sade, Vice President and COO

Traceability

acomplished across full forward and backward lots

Public

company required to maintain GAAP compliant accounting and reporting

Compliance

with rigorous regulations from FDA, MSDS, Bioterrorism act, CT-PAT, and SOX

1,100

Types of chemically Derived pharmaceuticals managed



Industry: Distribution: pharmaceuticals
Founded: 1947
HQ: New York
Product: Sage X3
Deployment: On-premise

Customer spotlight | Kobayashi Healthcare Americas **sage**

#1 supplier of air activated heat warmers



“Since we implemented Sage X3, our sales have been 10-20% over forecasts. We’re attributing that to increased productivity, increased visibility and increased ability to get product out the door.”

Kory Keenan, IT Manager

20%

amount by which sales are over forecast, even in slow months

\$1.4M

in global sales annually

130%

amount by which Kobayashi beat its annual budget in first year

600

different product types Manufactured and distributed



Industry: Manufacturing: Healthcare
Founded: 1918
HQ: Georgia
Product: Sage X3
Deployment: On-premise
Business Partner: Blytheco

Customer spotlight | Costa Farms

Largest ornamental plant provider in the US



“We selected Sage for the strong functionality overall across all core processes, superior user interface and overall ease of use, and access to their Center of Excellence to ensure we deploy best practices to maximize our experience.”

Doug Watson, SVP, IT

2x

Rate at which sales and transaction volume are expected to grow in next 5 years

4,000

acres on which Costa grows and operates

\$500M

in annual revenue

1,2500

varieties of houseplants grown



Industry: Manufacturing & Distribution:
Agriculture
Founded: 1961
Employees: 5,000
HQ: Miami, FL
Product: Sage X3
Deployment: On-premise

Process Manufacturing

Customer spotlight | Southern Silicones



Manufacturer of industrial, food, and cosmetic grade silicones



“With Enterprise Management in the cloud, we are able to invest our time and resources into building this business. We don’t have to worry about servers, data security, and backups – that’s all handled by the experts.”

Grant Morehead, CEO & CFO

Low investment

and minimal IT requirements were key decision factors

Scalability

deployment meant capital could be invested in serving customers

Cloud

deployment meant capital could be invested in serving customers

3 months

Time to go live on Sage X3

Industry: Manufacturing
Founded: 2015
Employees: <25
HQ: Atlanta, GA
Product: Sage X3
Deployment: Cloud



Customer spotlight | Northwest Naturals



Leading supplier of 100% natural fruit juice concentrates



“With Sage X3 we are able to manage our inventory much more tightly. All transactions affecting inventory are in one system, and as a result we’ve seen a big boost in our overall accuracy.”

\$10M

annual revenue from products created from ingredients sourced from hundreds of growers

Traceability

accomplished across full forward and backward lots

Compliance

with rigorous regulations from FDA and international food safety programs

>100

Different juice concentrates, essences and bases

Industry: Manufacturing: Food & Beverage
Founded: 1980
Employees: 500
HQ: Seattle, WA
Product: Sage X3
Deployment: On-premise

**NORTHWEST
NATURALS®**

Distribution

Customer spotlight | Prime Distributors



Leading wholesaler of heating and air conditioning products



Distributes to 80% of the hotels and restaurants in the Caribbean and nearly 150 supermarkets and grocery stores. A leading supplier of alcoholic and non-alcoholic beverages.

\$90M

annual sales

>3,800

products distributed throughout the Caribbean

Thousands

of transactions conducted annually

Complete

solution was needed across distribution, sales, finance and reporting and analytics



Industry: Distribution: Food & Beverage
Founded: 1981
HQ: St. Maarten, Caribbean
Product: Sage X3
Deployment: On-premise

Customer spotlight | Hermiston Generating Plant

Power provider for nearly 500,000 households in the



“Our old software was very frustrating, we’d have audits and we’d have to implement lots of workarounds that were very painful. The solution we have now in Sage Enterprise Management is limited only by our imagination – it’s so powerful and flexible!”

Shawn Lockwood, Accounting Manager

25%

of the cost of the closest competitive solution

Compliance

with agreements to allocate expenses based on performance

2/3

of the staff previously required to manage the same processes

Streamlined

and automated workflows in place, including integrated maintenance systems

Industry: Distribution: Power & Energy
Founded: 1996
HQ: Oregon
Product: Sage X3
Deployment: Cloud



**Learn more:
[sage.com/SageX3](https://www.sage.com/SageX3)**