Unleashing the chemical industry

Sage X3 | Your formula for transformative business management

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A new way forward

You already know just how quickly the chemicals industry is moving. Worldwide sales of chemicals have more than doubled over the last decade, with much of the increase coming from emerging markets.[1] At the same time there's a fundamental change in approach—with a move from large step-change advances to more specific and personalized innovations.

For organizations like yours, this means big changes. You're working in a more global operating environment than ever before: from worldwide distribution to third party supply chains across borders. And like any other global industry, it's undergoing a period of extreme change—and ever-high levels of competition. Your shareholders are expecting you to deliver all this, while continuing to modernize and reduce costs. Quite simply, to do more with less.

It's difficult to do this if you have disjointed systems: enterprise resource planning (ERP), customer relationship management (CRM), and manufacturing operations that are operating in silos. To compete successfully, you need a new business model that enables high visibility, flexibility, and future-ready continuity.

[1] *2015 Chemicals Trends, Strategy&, Pwc*

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A new approach to replacing ERP
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Sage X3 is
the answer for chemicals
>

Custom-engineered
for today
>

Built to evolve
and grow
>

Proven in global
deployments
>

Real stories of
chemical enterprises
>

Experience
the new Sage X3
>

Are you ready for the challenges ahead?

You have partners everywhere.
Can you manage them from anywhere?

Today's operations are increasingly global. Supply chains extend far outside the walls of your business, with essential parts of your business now being delivered by third-party organizations located around the globe. Local systems give you local management of these partners—but today's business requires a complete view across the ecosystem.

One size no longer fits all.
Can you tailor your offerings by market?

New customers are appearing from a wider number of regions. But in emerging markets, there's stiff competition from local companies. While they may provide a more restricted offering, local competitors can often charge less, operate on a lower-cost base and have the agility to react quickly to local needs.

Regulations are complex and ever changing.
Can you ensure compliance?

One of today's biggest risks for global chemical companies is meeting all of the regulatory requirements in different countries. The roll-out of the Globally Harmonized System of Classification and Labeling (GHS) is one example, but it's not the only regulatory challenge you're likely to face. The costs of failing to comply can be severe.

Environmental responsibility matters.
Can you drive sustainability?

No longer simply buzzwords, sustainability and environmental responsibility now need to be a fundamental part of your agenda. Consumers are demanding changes – from the use of renewable raw materials to responsible sourcing and production methods. Is your organization managing this change efficiently?

Go beyond groundbreaking.
Can you access the insights for innovation?

Throughout history the chemicals industry has seen groundbreaking developments. But today's most successful and disruptive innovations are often focused on developing more specific capabilities and solutions. Deeper intelligence is vital to achieving this objective.

Achieve product and process consistency.
Can you optimize continuously?

As process manufacturing moves toward more specialized and multiproduct environments, consistency between runs becomes more essential than ever. You need to assure the quality, safety, and efficacy of your products at all times, yet deliver the flexibility to generate the most from every commercial opportunity.

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Better outcomes start with Sage X3 for chemical companies

It's a complex landscape—but there's a simple solution. Sage X3 is a next-generation enterprise business management solution designed specifically to meet the needs of chemical manufacturers. It brings together all your critical data, reducing the inefficiencies of running discrete laboratory, supply chain, manufacturing, and financial systems.

Don't undermine your growth potential—choose a solution that's specifically designed to accelerate the success of chemical companies. With Sage X3 you'll:

1 Increase your commercial success by responding faster to changing customer and marketplace demands.

2 Reduce risks, improving safe working conditions and adherence to new regulatory requirements.

3 Reduce costs, minimizing waste and removing issues like cross-contamination.

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The smart solution for today's chemical industry

With a proven track record in the chemicals industry, the technology in Sage X3 empowers a set of best practices to ensure seamless operation for manufacturers and distributors, alike. Sage X3 for chemical companies leverages our learnings from decades of relevant experience, and applies them to the ever-changing requirements of the chemical industry.

With Sage X3 for chemical companies, you get the superior performance of Sage X3 combined with next-generation capabilities tailored specifically to the global environment. Accurate real-time inventory and robust supply chain visibility reduce waste and improve performance across the business. And real-time dashboards help you to monitor the key performance indicators (KPIs) that matter to you.

Finally, we know that safety is a modern imperative. That's why Sage X3 provides complete backward and forward lot-traceability for each ingredient, making it easier to track issues and minimizing any impact on the bottom line. Sage X3 captures and stores complex audit trails, making it easier to adhere to even the most complex regulatory environments.

With Sage X3 for chemical you can:

- Track batch yields.

- View actual labor by customer.

- Automatically convert unit measurements.

- Create GHS-compliant safety data sheets.

- Get specific formula functionality: with gravity calculations and decimal point precision for better unit quantity management.

- Store a multiyear historical record of transactions.

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Enterprise technology that grows with your needs

Modern business systems need to be fully featured yet simple to use. It's why Sage X3 for chemical companies combines a leading-edge enterprise solution with a straightforward end-user experience. There's no need for advanced training; user-defined real-time graphic dashboards are quick and simple to create without any programming knowledge.

The advanced technology that powers Sage X3 integrates seamlessly with your other systems, including CRM and mobile solutions. It's designed with separate technology and functionality layers so it can be deployed in the way that best suits your business—on premises, in the cloud, or hybrid. And if your business model changes, so can your Sage X3 implementation, without complex migration or risk of lost data.

With Sage X3 for chemical you get:

- Real-time graphic dashboards that are quick and easy to set up.

- Cross-departmental reports and queries based on accurate data.

- Seamless integration across multiple sites, companies, currencies, languages, and regulations.

- Built-in mobility, giving your teams all they need in the field:

  - Accelerated communications and approvals.
  - Real-time inventory insight.
  - Limited-time pricing and special offers.

Join more than 200,000 worldwide users

Whether your operations are already global or you'll be looking to expand in the future, Sage X3 for chemical companies supports your comprehensive business goals. Sage X3 is custom-tailored for chemical companies working across borders—from the supply of raw materials to cross-border operations and sales. You can manage multiple countries from a single instance, which gives you global visibility in real time, while still accommodating country-specific legal and market requirements.

With Sage X3 for chemical companies, you couldn't be in safer hands. We've successfully implemented Sage X3 in over 100 countries, for more than 200,000 end-users. Those deployments reflect our understanding of the complexities of doing business globally. We're dedicated to helping our customers move beyond borders (and limits), while providing the local, individual service necessary to maintain local operations and partners.

With Sage X3 for chemical you can:

- Process multilingual data, including currency info and item names within a single system.

- Consolidate data and reporting across worldwide locations.

- Control IT costs by implementing a single instance, reducing licensing, maintenance, and support charges.

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Sage X3
Delivering real-world successes

"The real-time nature of Sage X3 means we always have accurate data available to our customer service, accounting, and manufacturing departments."

- Anne Robinson, IT director, Alloy Polymers

Alloy Polymers finds formula for success in Sage X3

Alloy Polymers chose Sage X3 as it searched for an integrated manufacturing and financial application that was configurable, quick to implement, cost-effective, and scalable for the future.

Read the full story

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Sage X3
Delivering real-world successes

Sage X3 – an artful solution for Golden Artist Colors

Golden Artist Colors swapped multiple disconnected systems for Sage X3 for chemical so it could better manage its business operations, streamlining information flows, improving inventory management, and improving customer service.

Business operations have shown highly measurable improvements, for example with on-time shipments rising from 70% to 90% after Sage X3 was implemented, and inventory turn increasing by 10%. Management teams can also now monitor key aspects of their business that weren't previously available, including lead times, and supplier on-time performance.

Read the full story

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Sage X3
Delivering real-world successes

"As a multi-lingual solution covering a number of different legislations, Sage X3 represents the perfect response to our international management requirements."
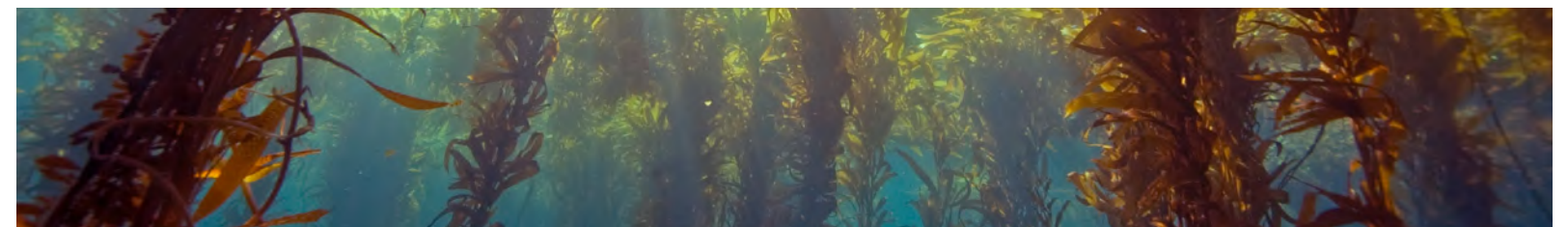
-Jean Marie Bocher, International director, Olmix

Olmix Group rolls out Sage X3 internationally

As a result of rapid expansion, Olmix wanted a global enterprise management solution that would standardize and optimize management process across all its sites. Sage X3 was already being used successfully by staff at headquarters, but it also met Olmix's specific criteria for an international solution, including multi-language and multi-currency support.

With the rollout complete, the advanced financial reporting capabilities in Sage X3 now generate the sophisticated, globally consolidated financial reports required of a publicly traded company. It also enables the company to accurately track and account for inventory during the entire transport process and automates operations to significantly increase efficiency.

Read the full story

Sage X3
Delivering real-world successes

ABC Compounding streamlines processes with Sage X3

ABC Compounding, a leading USA-based cleaning-chemicals manufacturer, had outgrown its traditional ERP software—which lacked vital capabilities, such as integrated planning and scheduling. The company needed an enterprise solution that could adapt and scale easily.

Sage X3 provides ABC Compounding with a comprehensive suite of manufacturing, distribution, and financial modules—as well as a clear migration path from its previous software. The solution automates the creation of work orders, eliminating manual data entry. What's more, users can now drill down with just a few clicks to uncover key insights.

Read the full story

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Unleash your chemical enterprise with Sage X3

About Net at Work

A top Sage partner and chemical industry implementation specialist, Net at Work represents Sage X3's all-in one Enterprise Resource Planning (ERP) web based solution built to automate the processes that support regulatory compliance, quality control and safety. Sage X3 for chemical distributors and manufacturers is GHS Compliant and includes: Process-specific functionality, advanced manufacturing, Distribution, Warehousing, CRM, and Accounting. Net at Work is also one of the leading partners of Magento eCommerce, Salesforce.com and Sage 100, Sage 300 and Sage CRM.

About Sage
Giving global businesses the information, insight, and tools they need to succeed today.

Sage energizes the success of businesses and their communities around the world through the use of smart technology and the imagination of our people. Sage has reimagined business and brings energy, experience, and technology to inspire our customers to fulfill their dreams. We work with a thriving community of entrepreneurs, business owners, tradespeople, accountants, partners, and developers who drive the global economy. Sage is a FTSE 100 company with 14,000 employees in 24 countries.

Net at Work
BUSINESS PERFORMANCE UNLEASHED

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