

## NET AT WORK HELPS THE MCGEE GROUP EXECUTE ITS VISION OF BUSINESS EXCELLENCE



### CHALLENGE

The McGee Group started to switch from Sage X3 to another ERP, but quickly realized it couldn't address the company's current needs or future goals.

### SOLUTION

Net at Work was selected to guide the company's update and reimplementation of Sage X3, resulting in enormous efficiencies and added capabilities.

### RESULTS

- Integrations with other business software adds extensibility.
- Substantial savings over cost of other ERPs considered.
- Enhancements add industry-specific capabilities while maintaining updatability.
- Experienced partner supports every aspect of the business.
- New B2B website opens up new sales channel.

Family-owned The McGee Group is an optical design business headquartered in Marietta, Georgia, specializing in the design and manufacturing of eyewear, sunglasses, readers, and cases. Over its 50-year history, the company has earned a reputation for offering innovative, high-quality products with award-winning designs — all backed by superior service. It's a prescription for success — The McGee Group continues to grow with a nationwide presence.

The McGee Group has successfully run its complex operations on Sage X3 for over a decade. However, when a new executive tried to steer the company away from Sage X3 and toward another leading ERP, it took assistance from Net at Work to restore the company's vision of business excellence.

### SEEING PAST THE MYTHS

"We originally implemented Sage X3 many years ago," recalls Weston McGee, Chief Information Officer for The McGee Group. "It's always served us well, but two years ago, we attempted to implement a different leading ERP. They promoted how easy it would be to integrate it with some of the other new applications we were considering."

"It didn't take us very long to realize it was a mistake," says Jay Couzins, Director of Sage X3 Optimization for The McGee Group. "Simply put, the other ERP couldn't deliver what Sage X3 can. While it advertises as a comprehensive ERP suite, we found that every piece of additional functionality we needed required us to purchase an add-on."

### GAINING A CLEAR PERSPECTIVE

The McGee Group abandoned the move and focused on optimizing Sage X3 to support its new initiatives. "To help us do that, we brought in Net at Work," says Couzins. "They have the country's largest and most talented Sage X3 team. We've worked with other Sage partners, but none of them compare to Net at Work. I call them the rock stars of the X3 world."

## CLIENT SUCCESS: THE MCGEE GROUP



*“We see near unlimited possibilities. With Net at Work, we’re leveraging our technology to better connect with the world. We’ve been able to break through barriers, focus on what matters, and incorporate innovative, sustainable business practices.”*

Couzens recalls that Net at Work hit the ground running. “Quickly, they assessed our implementation, made recommendations for hardware updates, and outlined steps to update us to the current version of Sage X3.”

“After we started working with Net at Work, we all got excited about Sage X3 again,” says McGee. “The right partner makes the difference. Net at Work has the bench strength to support us through our growth.”

### ENHANCING THE VISION

Tapping into Net at Work’s consulting and development teams, The McGee Group has integrated Sage X3 with an EyeRep®, an eyewear industry application, various carriers’ shipping systems, and the Sage X3 Mobile Automation capability. The result is a comprehensive business management solution that supports the company’s entire operations, from sales and marketing through supply chain management.

The McGee Group also worked with Net at Work to develop dozens of enhancements and modifications to the software that allow the software to meet many nuanced requirements. “With Sage X3 we don’t need to bolt on functionality because we can build functionality in,” adds Couzens. “Sage X3 is more than an ERP — it’s a business management and development platform.”

Couzens estimates that Net at Work has completed hundreds of customizations to Sage X3 for The McGee Group over the years. “For many ERPs, once you modify the software, you can’t easily update it,” he says. “That’s not the case with Sage X3. Net at Work guides us skillfully through every update. We can leverage the latest versions of Sage X3 while maintaining our own infrastructure. Sage X3 is upgrade-proof.”

Even accounting for the customizations, duplicating the functionality of Sage X3 would cost the company thousands of dollars more each year. “While we were considering the other ERP, all we heard from them were how we should buy additional modules or change our business to fit the software,” says McGee. “With Sage X3 and Net at Work, we’re making the software fit our business instead.”

### FRAMING SUCCESS

Net at Work’s expertise goes far beyond making Sage X3 perform. Net at Work provides the company with infrastructure, hardware, and targeted technology advice and expertise as well.



“One time, we were having some performance issues with Sage X3 and began troubleshooting with our MSP (managed services provider),” recalls Couzins. “They thought it was a problem with the software. When we spoke to Net at Work, they investigated and correctly identified an issue with our hardware. That impressed me.”

McGee adds, “Every question or request we throw at Net at Work is met with answers and options. They always have ideas and strategies for getting there, but they’re also careful to be sure we understand the impact of any of our changes.”

## SEEING THE FUTURE WITH CONFIDENCE

With its ERP rejuvenated, The McGee Group is excited about the future. “We see near unlimited possibilities,” Couzins says. “With Net at Work, we’re leveraging our technology to better connect with the world. We’ve been able to break through barriers, focus on what matters, and incorporate innovative, sustainable business practices.”

For example, The McGee Group is now taking a more active sales and marketing approach, working with Net at Work to launch a new B2B website integrated with Sage X3 that supports promotions. Orders received through the site flow automatically into Sage X3, eliminating the need for staff to manually enter them into the software — saving valuable time and opening up a new sales channel.

“With Sage X3 and Net at Work, we’re automating workflows, streamlining tasks, and improving overall efficiency so we can grow the business,” McGee explains. “We’re setting the company on a solid track for continued success and growth.”

Couzins concludes, “We tried another ERP, but came back to Sage X3. I think it’s one of the best-kept secrets out there. And with Net at Work as your partner, you’ve got an unbeatable combination.”

## ABOUT NET AT WORK

Founded in 1996, Net at Work is a leading technology advisor to thousands of small-to-medium sized businesses throughout North America. The consultancy offers a rich portfolio of technology, expertise, and services to help organizations derive value from the transformative effects of technology.

To start unleashing the power of your business, visit [www.NetatWork.com](http://www.NetatWork.com).