

# Sage ERP X3 | Customer Success

## Alloy Polymers Finds Formula for Success in Sage ERP X3

Founded in 1982, Alloy Polymers, Inc. is a market leader in the thermoplastics industry, specializing in value-added compounding services and solutions. Chemical and plastics processing companies across a broad range of industries trust Alloy Polymers to produce products that meet their unique specifications. The company has four American plants and one in India generating a compounding capacity in excess of half a billion pounds annually. To manage its accounting and manufacturing operations at a consistently high level, Alloy Polymers relies on Sage ERP X3.

### A Scalable Solution

Sage ERP X3 was implemented several years ago, when the company had just two production facilities. “The company wanted a manufacturing and financial application that we could customize, that was quick to implement, and that was both scalable and the right size for our operations,” recalls Anne Robinson, director of IT at Alloy Polymers. “It needed to be cost effective to implement and to maintain. Sage ERP X3 meets all the requirements.”

### A Unique Business Model

As a compound manufacturer, Alloy Polymers produces products to each client’s unique specifications. Its production model is different from many process manufacturers, in that Alloy Polymers does not manage the formulas or supply the raw ingredients; instead, its customers do. Many ERP applications do not offer the flexibility needed to manage this production model effectively and efficiently. “Sage ERP X3 is a very flexible and adaptable application. We have been able to tailor it to fit the way we operate,” explains Robinson. “We don’t have raw material costs as a typical process manufacturer would, and we don’t generate purchase orders to suppliers for those materials. And we don’t forecast our demand—our orders drive our production schedule.”

Among the ways Alloy Polymers was able to customize Sage ERP X3 to meet its needs was through the development of forms associated with each batch produced. “We are able to produce documentation for our customers at a very granular level,” Robinson says. “From manufacturing details, lot numbers, and testing results, to packaging and shipping instructions, we can include the specific data we want. We can tailor the forms for each client and adapt them as necessary to changing requirements.”

### Customer

**Alloy Polymers, Inc.**

### Industry

Process Manufacturing

### Location

Richmond, VA

### Number of Locations

Five

### System

**Sage ERP X3**



### Challenge

Alloy Polymers requires a process manufacturing solution that fits its unique compounding operation and offers a relatively low total cost of ownership.

### Solution

Alloy Polymers chose Sage ERP X3 as its flexible, customizable, and scalable process manufacturing and accounting solution.

### Results

Automated data collection delivers better control over materials and real-time information. Easily customized, Sage ERP X3 is also straightforward to update.

## Trouble-Free Updates

Since its initial implementation, Alloy Polymers has successfully completed two major upgrades of its Sage ERP X3 software. Robinson credits the Sage development team for smoothing the transitions. "The development team at Sage is excellent. They planned the project thoroughly, migrated our modified code to the new version, and tested it before they took us live," she says. "It was well planned and well executed from start to finish."

Each new release brings an enhanced feature set that Alloy Polymers puts to good use. "One of the newer features is a live feed and graph of our work orders," Robinson says. "We can see the status, the quantity completed, the materials used and remaining, and more. It is obvious that Sage is investing heavily in Sage ERP X3, as the new releases include valuable new capabilities."

## Automated Data Collection Enhances Control

Alloy Polymers makes full use of the automated data collection functionality in Sage ERP X3 to track orders and the associated materials as they move throughout the warehouse and shop floor. "Nothing moves without being scanned. We maintain tight control of every order and every ingredient in our warehouse. This control is even more important to us considering the materials belong to our customers," explains Robinson. "The real-time nature of Sage ERP X3 means we always have accurate data available to our customer service, accounting, and manufacturing departments."

## Reporting Power

Robinson praises the reporting power of Sage ERP X3. "Initially, we had our Sage team create many of our more complex reports, but now, we have the training and knowledge to

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Alloy Polymers**

generate our own. And we can provide those reports to our staff members based on their role. Each person has access to only the reports their security clearance allows," she adds. "It is an attractive, user-friendly interface, and our staff makes good use of it."

Sage ERP X3 matches Alloy Polymers' workflow and is easy to customize and straightforward to update. For Alloy Polymers it is a formula for success. "We have come to depend on Sage ERP X3. It is a driving force in our operation," concludes Robinson.

## About Sage

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. At Sage, we live and breathe business every day. We are passionate about helping our customers achieve their ambitions. Our range of business software and services is continually evolving as we innovate to answer our customers' needs. Our solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the construction, distribution, manufacturing, nonprofit, and real estate industries. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 12,600 people and supports more than 6 million customers worldwide. For more information, please visit the website at [NA.Sage.com](http://NA.Sage.com) or call 866-996-7243. Follow Sage North America on Facebook at: [Facebook.com/SageNorthAmerica](https://www.facebook.com/SageNorthAmerica) and Twitter at: [Twitter.com/sagenamerica](https://twitter.com/sagenamerica).