

# Bearings International driving success with Sage X3



**Customer**  
Bearings International

**Industry**  
Distribution

**Location**  
South Africa

**Number of locations**  
1

**Number of users**  
400

**System**  
Sage X3

Bearings International is a leading Southern African distributor of bearings and power transmission products. The company distributes a complete range of leading brand imported products through its 53 branch outlets, 3 on-site operations and 6 franchised outlets, including bearings, transmission and conveyor chains, agricultural spare parts, gearboxes and geared motors, electric motors and frequency converter variable speed controls among others.

Bearings International previously ran an old Unix legacy system that although it had served them well it had been modified and added on so that it could no longer be updated. The company was looking to achieve more flexibility within its trading environment, as well as provide mobile facilities to enable management and sales personnel to

access information remotely. The company was also looking for a single comprehensive end-to-end solution to replace multiple systems.

Bearings International opted to implement Sage X3 premium due to the scalability, cost efficiency and comprehensive scope of the product that included all aspects of sales, stock control, financials, purchasing and inventory management.

Bearings International placed its trust in Parity Software as an implementation partner due to its proven track record of successful ERP implementations.

‘The implementation of Sage X3 provides us with a fully integrated end-to-end solution, which now gives us visibility across all the business entities. Our business processes have been re-engineered and the financial system has been designed to optimise efficiency’

Robin Briggs,  
Managing Director of Bearings International.

**Challenge**  
Bearings International was looking to achieve more flexibility within its trading environment, as well as provide mobile facilities to enable management and sales personnel to access information remotely.

**Solution**  
Sage X3 premium provides scalability, cost efficiency and comprehensive product that includes all aspects of sales, stock control, financials, purchasing and inventory management.

**Results**  
Sage X3 provides accurate real time information at the touch of a button that greatly improves the company’s forecasting capabilities as far as waste management, fixed asset management and stock control is concerned

Ready access to information about suppliers, inventory levels, outstanding orders, and shipments translates to cost control and rapid order turnaround. Sage X3 has proven to be a perfect fit for our business needs. ’

Robin Briggs,  
Managing Director of Bearings International.

A comprehensive situational analysis was done in August 2012 by the solution provider and formed the basis of the draft that outlined the functional specifications and business processes that the client require

The conversion of data from the legacy system to Sage X3 started early in the implementation cycle. The focus was to implement a distribution solution that was customised to accommodate the very definite needs of Bearings International

A pilot system was created and users were invited to training sessions for specific modules. After the training sessions, staff at Bearings International continued to familiarise themselves with the system, and any issues encountered for enhancement and correction were then communicated to their Sage solution provider

The changeover and the migration was initially done on a test database, before going live with Sage X3 on 25 March 2013, seven months after the project commenced.

“The implementation of Sage X3 provides us with a fully integrated end-to-end solution, which now gives us visibility across all the business entities. Our business processes have been re-engineered and the financial system has been designed to optimise efficiency,” says, Robin Briggs, Managing Director of Bearings International.

“Sage X3 provides accurate real time information at the touch of a button that greatly improves the company’s forecasting capabilities as far as waste management, fixed asset management and stock control is concerned”, continues Briggs.

Enhancement modules for industry product references, sales budgets, auto mailing of sales documents and integration to Optimiser were included. The added ability to remotely authorise procurement processes from multi-levels within the organisation underscores Bearings International’s dedication to superior service delivery.

“In today’s global market, differentiating your company often means speeding up all your business processes to reduce lead times. By integrating actual sales, sales forecasts and stock levels, Sage X3 creates a powerful replenishment planning engine. The outcome is lower inventory levels, no unnecessary distribution and healthier operating margins”, says Keith Fenner, Senior Vice President of Sales for Sage X3 AAMEA.

“As a distribution company, it’s important for us to source products and work with new suppliers quickly by seamlessly integrating them into our supply chain. After all, ready access to information about suppliers, inventory levels, outstanding orders, and shipments translates to cost control and rapid order turnaround. Sage X3 has proven to be a perfect fit for our business needs.

In the New Year Bearings International will look at additional Sage X3 solutions in terms of Sage CRM and the deployment of mobility for Bearings International’s sales team.

This initiative will integrate Sales and Marketing into the bigger ERP solutions space at Bearings International, making us even more efficient and customer focused”, concludes Briggs.