

# Clotan Steel accelerates its performance with Sage X3 solution



**Customer**  
Clotan Steel

**Industry**  
Steel Manufacturing

**Location**  
Vanderbijlpark, South Africa

**System**  
Sage X3

Clotan Steel is a privately owned manufacturer of roof sheeting, cold formed sections and slit strip which has been in operation since 1984. Throughout the company's history there has been a commitment to competitive pricing and the timeous supply of high-quality products to major players in the building, construction and steel industries.

In addition to roof sheeting, Clotan Steel operates state-of-the-art slitting and roll forming equipment to manufacture slit strip and cold-formed lipped channel and lipped angle to the customer's exact requirements. The company specialises in the supply of top-quality steel roofs to mass housing projects.

Clotan Steel is a long-standing customer of Sage ERP Africa, with its initial investment dating back to a five-user system in 1989. As previous users of Accpac ERP 500, Clotan Steel subsequently developed its own basic production planning system in 2002.

Although the solution solved the company's immediate needs, it had its own problems and drawbacks – among them the fact that every time an Accpac upgrade needed to be implemented, the add-on systems had to be adapted for the new file layouts. Henry Tennant, Managing Director, Clotan Steel, explains that in July 2007 it was decided that the customised system was too cumbersome and difficult to maintain and Sage ERP Africa was approached as a result.

## Searching for a proven system that would grow with the company

Keith Fenner, Senior VP Strategic Sales, Sage ERP Africa, says that as Clotan Steel has grown, so too has its software solution needs. "We have been involved in upgrading its systems during this time and provided support throughout. When asked to assist Clotan Steel with its ERP challenges, we immediately suggested Sage X3 to assist with the migration to the next level of ERP in conjunction with implementation partner, Boshoff Computers."

The solution integrates all information and business processes within a single software system, Clotan Steel will now benefit from real-time control and visibility across all its activities.

## Challenge

Clotan Steel was using Sage 300 ERP Premium and subsequently developed its own basic production planning system. This system proved cumbersome and difficult to maintain.

## Solution

Sage X3 allows for easy customisation and the integration of manufacturing and accounting functions at Clotan Steel. The workflow system has introduced electronic procedure management, thus eliminating the traditional paper-based and task-intensive processes.

## Results

The management of Clotan Steel benefits from real-time control, greatly improving decision-making abilities and planning. Sage X3 includes all the manufacturing, distribution and accounting functions and the sophisticated capacity planning tool, facilitates optimal production.

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## Sage X3 will offer Clotan Steel the core advantages of control, speed and flexibility.

Based on the challenges of the old system, Sage ERP Africa was asked to suggest an ERP solution with a proven track record – one that would evolve with Clotan Steel well into the future, while supporting its sustained growth.

The company was looking for an application that could be easily customised. It needed to integrate its manufacturing and accounting functions, as well as assist with lot tracking and enable accurate yield calculation. This made Sage X3 an obvious choice.

Sage X3 will offer Clotan Steel the core advantages of control, speed and flexibility. “Because the solution integrates all information and business processes within a single software system, Clotan Steel will now benefit from real-time control and visibility across all its activities. This will improve management’s decision-making abilities and planning,” says Chris Boshoff, Boshoff Computers. He adds that with all information now stored in a single database, everything from accounting to purchasing to customer relationship, and manufacturing data can be managed within a coherent global environment.

### Optimising workflow through technological advancement

Clotan Steel will also be able to optimise its resources as a result of the solution, with functions being adapted to user preferences and work practices. This means that each employee will have the specific tools they need at their fingertips. Sage X3 will additionally equip Clotan Steel with a workflow engine, enabling better control over the company’s processes. “The workflow system will make it possible for Clotan to manage procedures electronically, simplifying traditionally paper-based and task-intensive processes,” says Fenner.

Perhaps the best feature of Sage X3 in the context of Clotan Steel, however, is that it includes all the manufacturing, distribution and accounting functions that drive the company, while offering it a sophisticated infinite capacity planning tool that will help optimise production.

The solution’s product configuration abilities will also enable Clotan to vary its finished products according to customer-specific requirements or use the kit assembly features to bundle finished goods together before final delivery to the customer.

The extended and extensive partnership between Sage ERP Africa and Clotan Steel looks set to be a mutually beneficial one, well into the future. Powered by Sage X3, the manufacturer has invested in a solid foundation for sustained and successful growth.