

# Sage X3 gives Universal Paper and Plastics the competitive edge



## Customer

Universal Paper and Plastics

## Industry

Manufacturing

## Location

South Africa

## System

Sage X3

## Client profile

Universal Paper and Plastics prides itself in the production and supply of high quality printed napkins, bathroom tissue and household towels. The company was established in 1950 by the Sher family and as a family owned business spanning across four generations, has dedicated itself to the development of innovative everyday products, that satisfy the creative mind and hygienic needs of the South African consumer market.

## Streamlining Production and Supply

Universal Paper and Plastics needed an Enterprise Resource Planning (ERP) system that was capable of integrating and automating its production and supply processes. The company opted to implement Sage X3 that excels at the provision of advanced manufacturing functionality that will allow Universal Paper and Plastic to remain competitive in a tough economy.

The implementation of a comprehensive production management module was of the utmost importance to Universal Paper and Plastics. With this in mind, Sage X3 was customised to provide accurate real time information at the touch of a button that greatly improved the company's forecasting capabilities as far as waste management, fixed asset management and stock control was concerned.

'We are now able to control our wastages and understand which products are making profits and the ones that are not, which is exactly what we wanted'

Barry Sher,  
Managing Director  
Universal Paper and Plastics

## Challenge

Universal Paper and Plastics needed an Enterprise Resource Planning (ERP) system that was capable of integrating and automating its production and supply processes.

## Solution

Sage X3 excels at the provision of advanced manufacturing functionality that has allowed Universal Paper and Plastic to remain competitive in a tough economy.

## Results

Sage X3 provides accurate real time information at the touch of a button that greatly improves Universal Paper and Plastic's forecasting capabilities.

‘Accurate forecasting has enabled us to plan to have the correct materials available at the right time.’

Barry Sher,  
Managing Director  
Universal Paper and Plastics

#### Addressing Functional Specifications

Once the decision was made to go with Sage X3, the management team at Universal Paper and Plastics gathered staff members and discussed the impending change in a group forum. The implementation was welcomed by all, which laid the foundation for solid buy-in and support from all involved.

A comprehensive situational analysis formed the basis of the draft that outlined the functional specifications and business processes that the client required. The Conversion of data from the legacy system to Sage X3 started early in the implementation cycle and focused on the implementation of a manufacturing solution that was completely customised to accommodate the needs of Universal Paper and Plastics.

#### Accuracy of Information

The most significant benefit of ERP software is its ability to streamline operations, especially from a manufacturing perspective. By automating business processes, Sage X3 has aided Universal Paper and plastics to consolidate its day-to-day tasks, effectively improving the accuracy of information and accelerating data flow. The result is an accurate real time overview of the production process, which has the potential to greatly contribute to a reduction in operating and overhead costs.