

## WIN STORY



**K3** FDS

OUTSTANDING  
SOFTWARE  
SOLUTIONS

## SAGE ERP X3

sage



### **Tudor Griffiths Group choose Sage ERP X3 to give improved control and visibility across their businesses.**

#### CLIENT PROFILE:

Tudor Griffiths is a family-owned business which has been trading since 1874. Based in Ellesmere in Shropshire, they offer a range of services and products in the building and construction industry. They are one of the largest privately-owned ready-mixed concrete suppliers in the UK. Plants are located to cover the North West Midlands and North & Mid Wales. Tudor Griffiths also have seven builders' merchant outlets across Cheshire, Shropshire, Powys and Worcestershire which offer a full range of building and construction materials. The Tudor Griffiths Group also includes Electrical Services and Waste Management divisions.

#### BACKGROUND:

The finance department oversees four companies within the Group. Running on highly bespoke legacy systems, the integration between sales, purchase and general ledgers was limited. Customer and supplier accounts were not easy to view and understand. Credit control was difficult for the team who could not see customer and supplier debt across the Group companies. In many cases, a customer would have an account with more than one of the Group companies and could have had significant debt with one whilst still trading with another. Running finance on these disparate systems meant a heavy reliance on manual intervention - this was time consuming and error prone. Updates to accounts were often severely delayed so the business did not have a timely and accurate picture of its performance or trading position.

#### LOOKING FOR THE RIGHT SOLUTION:

John Seaward, Group Finance Director of Tudor Griffiths was responsible for selecting a new finance system to improve this situation. John shortlisted Sage because he wanted to work with a trusted brand that has both robust investment and a strong development plan. Additionally, implementing a market-leading solution would mean being able to recruit experienced staff. Sage recommended K3FDS as a key Business Partner with a proven track record of implementing Sage 200 within Tudor Griffiths' industry sector.

## THE RIGHT CHOICE:

K3FDS initially met with Tudor Griffiths in July 2014. It was immediately apparent that the Sage ERP X3 solution would be a better fit for the business than Sage 200. Sage ERP X3 caters for multi-company requirements more effectively than Sage 200, so switching between accounts for different companies within the same group is very easy. After a demonstration of Sage ERP X3 John Seaward and the Tudor Griffiths team were hugely impressed with the K3FDS approach and the Sage ERP X3 solution.

The solution exceeded Tudor Griffiths' expectations. Among many benefits there were three which stood out:

- 1. User experience:** Ease of use and manipulation of data across the multi-companies were key to Tudor Griffiths and is a critical aspect of solution adoption and a successful deployment.
- 2. Process mapping:** K3FDS showed Tudor Griffiths how they could map existing business processes within Sage ERP X3, and introduce new levels of automation. Consequently, Tudor Griffiths had a solution which fit their business as opposed to changing their business to fit a solution.
- 3. Implementation methodology:** K3FDS's standard implementation model reassured John Seaward that the project would be delivered on time and on budget, massively reducing his risk and time to value.

At this stage, Tudor Griffiths ruled out other products on their shortlist because they could not match the functionality offered by Sage ERP X3. Following the demonstration John Seaward commented: "It was superb... every question we fired at K3FDS was answered without hesitation. They clearly know their stuff". K3FDS then arranged for Tudor Griffiths to visit an existing Sage ERP X3 customer to see how they were using the solution and discuss their own experience.

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## THE RIGHT PARTNER:

Besides seeing how Sage ERP X3 could resolve the finance team's issues, Tudor Griffiths were impressed with K3FDS and how quickly they identified that there was a better solution to their challenges. John Seaward continues "K3FDS made a point of making sure the team and I understood how the X3 solution would support the business and achieve our objectives."

K3FDS are delighted to be Tudor Griffiths' selected partner and are proud to be working with alongside their finance team. They are looking forward to helping transform the way Tudor Griffiths currently work and support them on their Sage ERP X3 implementation.

## WHAT IS SAGE ERP X3?

Sage ERP X3 is a full-service enterprise management software system for mid-market businesses aimed at meeting the most elaborate business processes, while remaining cost-effective, quick to implement and simple to use. With a choice of languages, currencies, locations and legislations, Sage ERP X3 offers an efficient, multi-company solution.

Key features:

- Get up and running quickly and easily – Quick to scope, implement and roll out across your business
- Choose the technology that suits you – Work with your existing IT systems
- Manage your global operations easily – Manage multiple businesses across multiple countries
- Implement software that can grow and change with you – Have as few as ten or as many as 2000 users on one system
- Keep things simple for your users – Help your people to make the most of software that's simple to use.

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