

Case Study

Sage ERP X3 Integration Project



Client

Spotless Punch Limited ("Spotless Punch").

Spotless Punch, a subsidiary of the European wide Spotless Group, is a leading supplier and manufacturer of Laundry Care, Homecare, and Shoecare products, including leading brands such as Colour Catcher, Dylon, Vim, Fito and Punch Shoecare, as well as being a strategic supplier to a large retail chain in the UK and Ireland. The history of the UK business dates back to the 1800's with the creation of the Punch Shoe Care brand.

The Spotless Punch business in the UK has been formed by the amalgamation of three separate businesses that have been acquired by the Spotless Group:

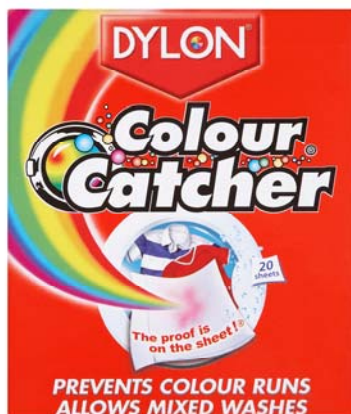
- Spotless UK – The distributor of various Garden and Pet care products.
- Punch Industries – The manufacturer of Colour Catcher and Punch shoe care products, and
- Dylon International – The leading UK brand of fabric dye and fabric care products.

Requirement

Following the formation of the UK arm of the Spotless Punch Group, the business was operating on 3 different ERP systems. JDE Edwards One World, Iris Exchequer, and Sage ERP X3. A significant project was started with the sole aim of migrating the whole business onto a single ERP system.

The project was additionally complicated by the fact that each of the businesses dealt with a large range of customers, some of which were shared between the three companies. EDI communications to these customers was carried out via three different EDI systems.

A further complication was that Spotless Punch UK out-sourced its entire Warehousing and Logistics operation to a third party provider and required the ERP system to interface with the logistics systems.



Project Scope

The project scope was therefore defined as follows:

Review existing ERP systems and select a single system to move forward with for the whole of the UK organisation. Migrate all data and processes from the remaining 2 ERP systems onto the selected ERP system.

Implement an interface with the Logistics Provider to handle all despatches and receipts of goods.

The Solution

Spotless Punch appointed Inixion to manage the project from inception, working with the three areas of the business to ensure that all requirements were covered.

The following stages of the project were managed by Inixion:

- Overall management of the entire project.
- Management of the review of systems to determine which single system should be the final system that the business operated on.
- Management of all third parties involved in the project, including logistics providers, EDI integrators, business intelligence consultants.
- Delivery of Sage ERP X3 consultancy services, covering:
 - System configuration
 - EDI integration
 - Data conversion
 - Report design
 - Third party logistics system integration
 - User training



Key Challenges

A number of challenges were expected and managed during the project:

- **Project Team** – Given the size the project, Inixion immediately put together a Project Board and Project Team ensuring that all functional areas of the business were covered and specific responsibilities were placed with members of the team. Each process area had an owner and each element of data to be converted had a 'responsible person' allocated.
- **Initial Migration** – The Spotless UK business, which operated on the Iris Exchequer system, was initially migrated partly into the JDE One World system and the Sage ERP X3 system. This initial project was carried out as a first phase of consolidation of the businesses.
- **Final System Selection** – Given that the business now operated on two ERP systems, it was important that the correct system was selected as the single system for the business to move forward with. A detailed analysis of the systems was carried out. Proposals were put forward to the board explaining the costs, effort and risks involved to move to each of the remaining two systems. Sage ERP X3 was selected by the board as the system of choice.
- **EDI Systems** – Given that the Sage ERP X3 system was already integrated with the AdvanceFirst Technologies *Advance Business Collaborator* system, it was essential that all EDI data exchanges were changed to work through a single system. Inixion worked with its partner, AdvanceFirst Technologies, to manage a transition of all of the customers who traded through the legacy EDI systems to trading successfully through the EDI system that was integrated with Sage ERP X3. This included numerous major retail customers.
- **Strategic Customer** – As a strategic supplier to a leading UK retail chain, with over 500 sales orders being received by EDI and processed each week, it was critical to the business that trading was not disrupted during the change over. The Inixion team worked closely with the clients IT team to ensure that all EDI communications were stringently tested prior to go live, and to ensure that the specific requirement of bar coded delivery notes produced by the system were tested fully by the clients own supply chain and logistics team

- **Data Conversion** – The largest benefit of the system integration project was to end up with a single database for the whole business. This meant that a large amount of current and historical data needed to be merged from the legacy systems onto the Sage ERP X3 system. Inixion carried out the full data conversion process on Products, Customers, Suppliers, Debtor transactions, Creditor transactions and Sales History. Each data conversion was carried out in a controlled environment and signed off by the data owners prior to the data being loaded to the Live Sage ERP X3 system.

- **Logistics Integration** – A new integration system was required to enable communication to occur between the Sage ERP X3 system and Spotless's new external warehousing and logistics provider. Inixion specified, developed, tested and implemented the solution to enable sales orders and purchase orders to be managed between the two systems.



Results

The overall project went live in several phases to control and minimise risk to the business:

- Migration of the part of the business running the Iris Exchequer system onto Sage ERP X3.
- Establishment of interface with third party Logistics system with Sage ERP X3.
- Migration of the part of the business running the JDE System onto Sage ERP X3.
- Migration of the Strategic Customer's business from JDE System onto Sage ERP X3.

Each phase was managed closely, and as a result, each phase went Live successfully with minimal disruption to the business. Inixion remained as a visible presence on site during each stage of the Go Live to ensure that any issues were dealt with swiftly.

Comments from Spotless Punch

Jason Keeley, Chief Financial Officer at Spotless Punch Limited, commented:

"The consolidation of the three computer systems at Spotless Punch was a critical part of our strategy, and it was essential that it happened with minimal impact on our Customers and Suppliers. The team at Inixion managed the entire project and delivered everything with a methodical and detailed approach."

"The project was a significant investment for us and enabled us to deliver a single IT system for the whole of the UK business. Inixion delivered the entire project on time and under budget."

Spotless Punch's Website

The website for Spotless Punch Limited can be found at www.spotlesspunch.co.uk.

Sage ERP X3

For more information on **Sage ERP X3**, visit our website at www.inixion.com/sage-erp-x3.asp.

