FFP Packaging Solutions
Customer story

inixion

delivering **sage** X3

FFP Packaging Solutions

United Kingdom

www.ffppkg.co.uk

Industry: Packaging

Solution: Sage X3

Core Modules:
- Financial Management
- Manufacturing Management
- Sales Management
- Purchasing Management
- Inventory Management
- Customer Support
- Reporting & Dashboards

FFP – leading producers of flexible packaging in the food industry, now users of flexible business management software with Sage X3.

Based in Northampton, FFP is the UK's leading independent flexoprinter & flexible packaging manufacturer.

FFP are producers of high quality packaging for the food industry. Their ability to innovate and meet ever changing consumer expectations with their materials, working capital strategy and technical know-how helps them deliver exceptional service. They pride themselves on forming great partnerships with customers to ensure the best packaging solutions are created, from concept through to finished product

PREVIOUS SYSTEM

Heavily bespoke Sage X3, Version 1.3, running on AIX and an Oracle database.

PROJECT DRIVER

Although an early version of Sage X3 was already in place at FFP, it had been installed some 10 years before with little revision since. The requirement was to move FFP to as vanilla an implementation as possible whilst still retaining and improving their use of Sage X3. Additionally the move to Microsoft SQL database was key, as was the implementation of many new features and functionality.

PROJECT CHALLENGES

The original implementation of Sage X3 was extremely convoluted due to the plethora of modifications made; over 300 were found on scoping. As FFP wanted as 'vanilla' a version as possible, these all had to be cleared and many reports rewritten.

- Rather than fixing minor issues with FFP/ Sage X3 interfaces over the years, it had been easier to circumnavigate them.

- Units of measurement used had changed over time from reels & linear metres to kilograms. These measures were fundamental to how a new system would work.

- FFP have little repeat business product by product and the packaging is generally unique to a particular job.

- The customer is very reliant on Excel® to extract data from Sage X3 and provide the business with its management information. As such, that element needed to be retained.

SOLUTION

With Sage X3 already in place (albeit a hugely modified version), an upgrade to the latest version seemed the advantageous and obvious choice.

So, the latest version was chosen and Inixion selected as the partner to implement it. Inixion provided interfaces to ensure that relevant data from external systems was fed into Sage X3, thus enabling consolidated reporting with Sage X3 data.

> "INIXION AND FFP ARE SIMILAR BUSINESSES, THEY UNDERSTAND WHAT THEIR CUSTOMERS WANT AND THEY DELIVER IT."
>
> **Peter Dundas**
> **Managing Director**
> **FFP**

RESULTS

As employees were already used to Sage X3, there was not a huge need for training and users were mostly able to continue with everyday processes.

Compared to the previous convoluted installation and the plethora of additional Excel® sheets outside of Sage X3, there have been some significant improvements including:

- There are now only 6 modifications to the software.

- All data is now secure within Sage X3 due to the interfaces.

- All accounts are now reconciled within one system.