

Belzona Customer Story



Belzona plan for growth with Sage X3

A global leader in polymeric repair composites and industrial protective coatings since 1952, Belzona provides materials to solve maintenance issues and protect equipment and structures from erosion, corrosion, wear and chemical attack for many industries including Oil & Gas, Marine, Pulp & Paper, Mining & Quarrying, Water and Wastewater and many more.

Belzona's solutions are often deployed where conventional alternatives including replacement and welding fail or would be inappropriate due to cost or circumstance; tackling the real issues for their customers of downtime, efficiency decline, profit loss and safety hazards.

Headquartered in the United Kingdom, Belzona is a global supplier with subsidiaries in the USA, Canada and Thailand.

Previous system

Belzona previously used Oracle e-Business suite to control all operational, stock, financial and Human Resources throughout their UK Headquarters.

Ongoing excessive licencing costs was a factor in deciding to look for alternative solutions although Belzona were also keen to exploit functional and technological advances of a more modern system including reporting, integration options and the ability to deploy a 'vanilla' system without major bespoke developments.



Belzona International Ltd

United Kingdom

www.belzona.com

Industry: Manufacturing

Solution: Sage X3 Premium

Core Modules:

- Financial Management
- Sales Management
- Purchasing Management
- Inventory Management
- Manufacturing Management
- Customer Support
- Collaborative Workspace
- Reporting & Dashboards

Inixion Modules:

- Enhanced Document Management
- Human Resources Management



"Many thanks to Inixion for the instruction, guidance and support in making the Sage X3 implementation at Belzona a resounding success."

Neil Robinson, Administrative Systems Director, Belzona

Sage X3 from Inixion was selected by Belzona as the prime system of all they considered, satisfying all of their core requirements.

Project challenges

- Multi-level chemical formulae management and separate manufacturing processes including requirement for strict visibility controls of formulae detail.
- Belzona' sales operation is split between employees, agents and distributors – all requiring management of pricing and commissions.
- Belzona Technosol, a specialist subsidiary providing application services for Belzona products, required project control and visibility.
- Multiple pack sizes/ country specific packs produced from single manufacturing batch.

"From day one our users were finding Sage X3 much more intuitive and simpler to use."

Hazel Noon, Systems Support Specialist, Belzona



Solutions

Sage X3 was deployed using all of the core modules. Inixion configured Sage X3 for use by the multiple companies of Belzona including full electronic signature management along with standard Sage X3 workflow features.

Results

A seamless changeover from the old Oracle e-Business suite system to Sage X3 was reported by all departments.

- Sage X3 Visual Processes provides a Belzona specific set of interactive workflow process maps.
- An on-line Distributor Portal was delivered using out of the box Sage X3 functionality.
- The Material Requirements planning function provided accurate results from day one.
- This Sage X3 implementation project for Belzona was delivered on budget and on scope. With 5 months from order to go-live, the ambitious timeframe set by Belzona was also met.