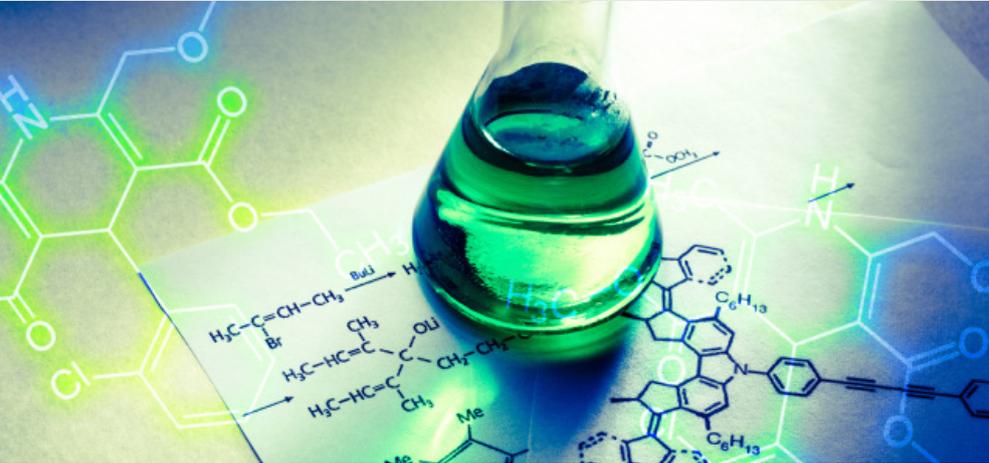


Blagden Specialty Chemicals Customer Story



Blagden Specialty Chemicals to continue 150 years of chemicals trading with Sage X3 and Inixion

Blagden sources and supplies a comprehensive range of specialty chemicals to key market sectors in the UK and Ireland; distributing from their own warehouse to guarantee prompt, reliable delivery.

Representing major international manufacturers, Blagden is active in sourcing new products and is the UK supplier for many of the leading international names in specialty chemical manufacturing.

With in-depth knowledge of developments and opportunities within core market sectors, Blagden seek to anticipate new demand and innovations through actively sourcing new products and suppliers.

Blagden has a long history in chemicals - stretching back over 150 years and continuing today with dedicated, extremely experienced and knowledgeable staff; about products, their applications and benefits.

Previous system

Realising their legacy Sage Line 500 was becoming problematic and potentially holding back the business, Blagden looked at the options and selected Sage X3 to provide the future proof platform the business required.

Meeting different partners and inviting presentations from those selected highlighted that a fresh approach was required. Inixion were invited to present and provided an outline Project Plan with walk through, explanations of implementation methodology, project governance and an insight into the ongoing relationship Blagden could expect.

Blagden

Specialty Chemicals

Blagden Specialty Chemicals

United Kingdom

www.blagden.com

Industry: Chemical Manufacturing

Solution: Sage X3



"We had already decided that Sage X3 was the solution we needed to take us forward; our selection process was about the partner and their team, what they could bring to the table to add real value to not just implementing a system but challenging and improving our processes."

Alan Hutton, Financial Director, Blagden Specialty Chemicals

Blagden selected Sage X3 to be implemented and supported by certified Sage Strategic Partner Inixion.

Solid financials

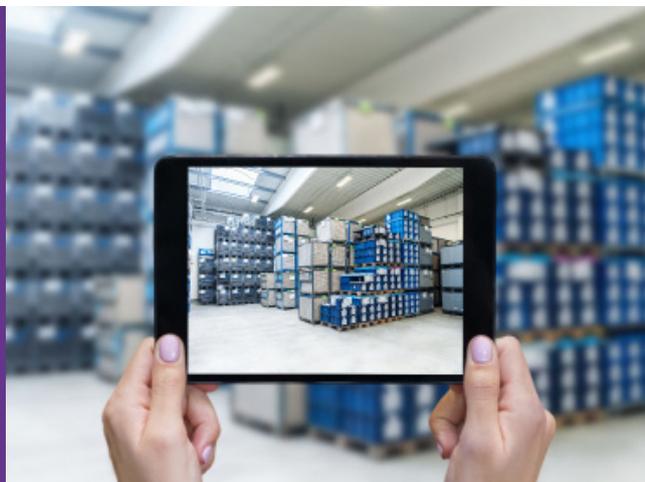
Solid Financials, multi-currency trading and extensive reporting options: Blagden buy stock in many currencies and clear, precise handling of this, along with the capability to enquire, report and drill down to detail on any aspect from the accounts was key.

Core stock management

Blagden are a specialist distributor – buying from major international manufacturers and selling, often on a technical basis, to very discerning clients – tight stock management, flexibility and visibility is therefore essential.

"From the first engagement, Inixion were clearly, like ourselves, the specialists we needed and, with their proven knowledge and experience with Sage X3, their robust implementation methodology, project Governance and ongoing Support arrangements this ticked all the boxes and more."

Alan Hutton, Financial Director, Blagden Specialty Chemicals



Blagden also provide blending and other light manufacturing services for clients – tightly integrated management of these processes is equally vital particularly the management of chemical formulae.

Paperless processes

Document management and the ability to email outbound documents including invoices, statements, Certificates of Conformity etc. along with electronic archiving was all functionality that is expected by Blagden from the outset of selecting both a new system and partner. Electronic control of outbound and inbound documents.

- Management of multiple currencies and exchange rates.
- Automation of large and complex data sets imported from helicopter flight control systems.
- Complex reporting requirements across all companies needed to be standardised into a single solution.