



### SIL Holdings

United Kingdom

[www.silholdings.co.uk](http://www.silholdings.co.uk)

**Industry:** Textiles

**Solution:** Sage X3

#### Core Modules:

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

#### Inixon Module:

- Enhanced Document Management

#### Business Intelligence Module:

- Sage Enterprise Intelligence

## SIL Holdings weave their business together with Sage X3

SIL Holdings is a global business operating in almost every area concerned with the production and sale of fibres, yarns and fabric. They trade in luxury products using the finest cashmere, mohair, wools, silks and alpaca.

From humble beginnings as fibre traders in the 1970s, this family run group now consists of 25 businesses across 7 divisions. It has evolved over the years, acquiring iconic brands such as Joshua Ellis (est. 1767), William Halstead (1875), Roberts Dyers and Finishers (1900) and has a mixed customer base including high profile fashion houses such as Gucci, Prada and Ralph Lauren.

### PREVIOUS SYSTEM

Sage Line 50 and Mitral were used in parts of the business for financial control, along with the Industry specific TMS (Textile Manufacturing System).

### PROJECT DRIVER

Integration of the many independently-managed businesses and acquisitions is key to strategic development for SIL. A move away from outdated stand-alone process solutions to a fully integrated modern business management system is crucial.

Access to consolidated real-time data across the group is needed to better manage the business, drive more profitable growth, and enable SIL to reinvest in their business.

*“Inixion thought very deeply and carefully about our unique and specific needs. They have a huge level of expertise and being a small business, really focussed on the project in hand. The Inixion Project Manager was exceptionally professional.”*

**John Bradley**  
**Financial Controller**  
**SIL Holdings**

## PROJECT CHALLENGES

- Multiple unconnected and dated systems were in situ with only spreadsheets to combine data.
- The need for customisation of the system due to fibre's unique properties; fibre qualities vary across batches and weight through their lifetime due to atmospheric conditions.
- An interface requirement for the industry specific TMS (Textile Manufacturing System) to Sage X3.
- The need to consolidate parent company accounts in US Dollars with divisional accounts in GBP.
- The plethora of dated and differing systems, original and inherited.
- The need to train users, predisposed to ingrained processes.
- The requirement to utilise Business Intelligence Reporting.

## SOLUTION

Sage X3 from Inixion was selected due to its ability to cover all requisite processes. It was deployed using all core modules; Inixion configured a single instance of Sage X3 for use by SIL's different operating companies and divisions.

Inixion also provided an interface to incorporate data from the TMS system into Sage X3, thus enabling consolidated reporting and effective Business Intelligence.

9 MONTHS FROM ORDER TO 'GO LIVE'. AMBITIOUS, BUT ACHIEVED ON TIME, ON SCOPE AND ON BUDGET.

## RESULTS

A steady start from 'Go Live' date has enabled users to continue everyday processes with minimal disruption and, over time, begin to exploit the extensive capabilities of Sage X3.

The SIL Holdings management team are now empowered with access to consolidated real-time data. Amongst the improvements and changes at SIL are :

- Consolidated database.
- TMS interface.
- Customisation to capture fibre specific attributes.
- Transaction by transaction currency conversion and consolidated accounts in USD.
- Transferable HR skills across businesses.

