X3 CONSULTING

Sage Business Partner

Sage ERP rescue

Do you know the warning signs of an ERP project in danger?

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My ERP implementation is in trouble: What should I do?

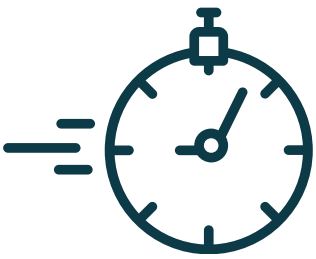
Many companies find themselves in this situation. Initially you noticed your company was being held back by an outdated system. With paperwork piling up and constant process delays, you decided to take action. After some extensive research, you decided that a new ERP system was the answer to streamlining your company's daily activities.

Unfortunately, you chose the wrong partner for your ERP implementation, and things started to fall apart. Keeping track of the ERP implementation project through active project management is crucial.
Unfortunately, many ERP implementation projects fail, or take much longer than budgeted for,

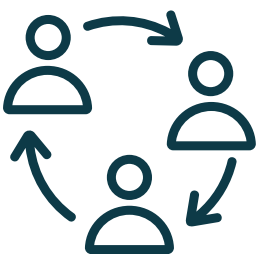
because companies hold back on project management resources. We know it's impossible to efficiently utilise project resources without accurate planning and execution and strong project control.

X3 Consulting will proactively plan and manage your project to get you back on track.

Sage certified partner



Rapid review and assessment



Collaboration tool Trax3ion

Experienced partner

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“When your business is always connected with a global ERP like Sage X3, you’ll be in a better position to exploit a sudden peak in demand and, in turn, maximise your profits. We needed software that can adapt to new technologies and advances in robotics especially when fulfilling over 4.3 million orders per year, implemented by an experienced Sage partner

— Claire Holland

Finance Manager, Cygnia Logistics Ltd

Why choose X3C?

Over the last 10 years X3 Consulting have been called in by many of the well-established Sage partners and even by Sage themselves to assist with projects that have gone wrong.

Neither you nor your current partner will have set out with a view that you would need an ERP rescue. The harsh reality is that often projects do end up off plan, off budget and off course! X3 Consulting will put together an ERP implementation strategy, which considers such things as:

- Which team members will be responsible for tasks during the implementation process, what the rollout schedule will look like?
- How you'll integrate data from legacy systems (if that's an issue), where the funding will come from?
- How much funding is needed to see the project through?

Think of the strategy as a roadmap. When you don't have a map in front of you, you don't know how to get to where you're going. Moreover, it takes you much longer to get there. X3 Consulting can create that roadmap for you and ensure the ERP Rescue stays on track.

Expertise & experience

Here at X3 Consulting we have the unenviable position of having been the go-to partner for the Sage community over the years. Largely, this is because we have a flexible and adaptive attitude to projects, which is focused more on the "what" and less on the "why".
A marker of our product knowledge is to distinguish between poor product setup and functional gaps when elements aren't performing as expected. We're adept at establishing if Sage X3 has been badly designed, poorly implemented or just using the wrong data to succeed.

Support

Support is another area in which X3 Consulting can provide valuable assistance. Our trained consultants provide on-going support to our clients to make sure that the software runs smoothly after go-live. At X3 Consulting we are invested in our clients' success from start to finish, so support is a vital part of our service.

Highly trained

The implementation rescue isn't just about getting the ERP system up and running. You still need to train your staff to use the system properly so you can derive the greatest value from it. X3 Consulting will ensure that any training given is comprehensive and gives answers all of the questions your staff might have.

Knowledgeable

Prioritisation, organisation, sorting, and allocation for the project must be conducted by a highly experienced consultant. X3 Consulting will swiftly amass and analyse the situation and offer a recommended course of action to steer the project back to success.

Customer focused

When our team takes on a rescue project, we make it our mission to find each and every cause for any possible malfunctions in your implementation, not to lay blame but to ensure they're not repeated second time around. Some call us superstars, but we don't do it for the fame – we do it for you.

Common reasons your ERP project fails

X3 Consulting and their highly trained team can rescue even the most off-course project.

To help you know what to avoid when you're looking to implement an ERP, we've compiled a list of the most common rescue scenarios that we've encountered:

Wrong Implementation Partner

Implementations need an expert. We've seen it time and time again where companies choose partners that don't have enough experience or a dedicated team.

Bad partners can end up derailing a project, causing the process to take twice as long as it's supposed to, costs to skyrocket, and leaving the team hiding in a corner, in a state of total despair. A good implementation partner can rescue you from this catastrophe and put you back on track.

Incorrect Legacy Data Migration

The most common scenario that our team encounters during the assessment stage is that the legacy data has not been correctly migrated.

Most implementation partners presume that their client will do it themselves, but the process can be very complex and requires an expert's touch. If done correctly, it can represent 50% of all the work required for implementation. That's a large amount of work to be overlooked!

Lack of Training

By choosing X3 Consulting as your Sage migration partner you will benefit from a team with multiple product and industry experience that will help you adapt to the changes involved.

A partner who will be there all the way to make sure you gain real business benefit and get support for the change process that's needed.

Technical problems

Finally, there are many technical aspects to an implementation that may go wrong but aren't as easy to point out. These technical complications are not as common and usually very specific to the implementation itself, which means they require a thorough assessment.

The key is to find a knowledgeable implementation partner that can perform a thorough assessment and discover any hidden problems.

X3 Consulting implementation methodology is all about the task and the objective; meaning we're very goal driven. We focus on getting the job done, hitting the target and making sure the implementation remains on plan. X3 Consulting is known for achieving success in impossible timeframes and challenging environments.

Working with us

At any stage of a failing ERP or CRM implementation, we can join your project and perform recovery. Our team follows a goals-based, collaborative approach that is very thorough without necessarily taking a lot of time. We start by understanding your business goals and your reasons for implementing a new system.

We'll be happy to engage with you to establish a clear set of actions, which will help you achieve your aims. You'll speak with a highly experienced ERP consultant who will be able to take a balanced view on your project and provide valuable advice on next steps.

Often, it's just a voice of reason or the application of some simple logic that is needed to prevent the need for an ERP rescue project to happen at all.

Our overview and assessment come with no charge and we know that even just having a sounding board can be enough to get a different response from your current partner and prevent an ERP rescue scenario. Many customers prefer to have us undertake an audit of application delivery, which requires a more in-depth approach. We're happy to discuss this with you once we've got a feel for what's required.

Contact us

Sage software allows you to accelerate your business growth with a scalable, flexible ERP system that quickly adapts to change and can be accessed by your team anywhere or anytime from multiple devices.

Sage software integrates all your information and business processes within a single database system to simplify the way you manage your business.

The implementation of ERP systems bring many benefits, such as increased income, higher productivity, and better communication between departments. X3 Consulting are a trusted Sage partner specialising in implementation for manufacturing and distribution industries.

Telephone: +44 (0) 345 094 3885

Email: info@x3consulting.com

Web: www.x3consulting.com

Address: 20-22 Wenlock Road,
London, N1 7GU

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