



S U C C E S S S T O R Y

Allbro transforming the way they manage manufacturing

Allbro is a South African manufacturer with more than 600 employees and 20 000 sqm of production facility. Allbro supplies key components that are used in almost every locally made transformer.

During 43 years of operation, Allbro has developed competencies in a variety of complex disciplines. Through vertical integration, Allbro has pioneered its own Glass Reinforced Polyester formulations which offer superior strength and durability. Their in-house toolroom keeps them on the cutting edge of technological advancements, enabling Allbro to create products that revolutionise the world of electrical and IT distribution.

Background

Allbro was using several different systems including Sage 50 (formerly Sage Pastel Partner) to run the business. They evaluated 4 different ERP offerings in the market. Allbro found Sage X3 to be user-friendly and flexible. "Sage X3 met our requirements however it was SynergERP's ability to configure the system to meet our specific needs that won the deal," said Quintin Lamprecht, MD of Allbro.



Company

ALLBRO

Location

South Africa

Industry

Manufacturing

Solutions

Sage X3

Sage Inventory Advisor

SynergERP Advanced Bundle

(Bank, AP, AR)

Partner

SynergERP

Complex Manufacturing Environment

Allbro's manufacturing environment is complex because their product offerings have many different permutations.

Lamprecht's advice to anyone taking on a new ERP project is that "Sage X3 is a strong system, but the most important thing is to understand the complexities in your business and share those exhaustively with your implementation partner, so that you can ensure the system is configured to meet your requirements."

How Sage X3 add value to the business

When compared with other solutions in the market, Allbro found that Sage X3 is flexible and not costly to customise to meet their specific functional requirements.

Allbro also implemented complementary solutions which they found added real value to the business. "Sage Inventory Advisor and the SynergERP Advanced Bundle (Bank, AP, AR) took the ERP to the next level," said Lamprecht.

Advanced Bank Manager automates the capture of the bank statement and the allocation of debtors, which can be a tedious process in most accounting software. At Allbro they only require one employee to complete this process versus other companies which often require a whole department to work on these tasks.

Sage Inventory Advisor (SIA) projects a forecast of stock levels that Allbro should be holding (Min/Max), this information is feed into the product master, and from there to Sage X3. The data in the Sage X3 ERP, sales orders, purchase orders and forecast min/max stock levels, is used to determine when to order raw materials. With SIA, Allbro better understands their purchasing and sales behaviour, allowing them to avoid excess stock hold and stock-outs.

Lamprecht said "If I look back and see the things we can achieve now and the level of control we have – especially now with raw materials being in short supply around the world – we can analyse the detail and fine-tune what we're doing, and rapidly respond to changes. We wouldn't have been able to do that without this ERP."

Business Insights

Allbro's management team rely on several dashboards to manage the financial and operational aspects of the business. These dashboards show daily, weekly and monthly KPIs. Each user of Sage X3 has access to dashboards that relate to their specific area in the business, and they help to direct each user to the tasks they should focus on. The business is more easily able to work in a pro-active manner.

Allbro uses Sage X3 to manage the manufacturing of stock items as well as made to order items. With Sage X3 they keep on top of key factors like costs, demand forecasting, production time and inventory management.

This busy manufacturing company is supported by Sage X3 to complete all the operations required for a business that issues 3000 invoices and 600 purchase orders per month.

Key Outcomes:

- A single integrated system enabling divisions to collaborate seamlessly
- A flexible and scalable system that meets their specific needs and supports future growth
- A formalised procurement approval process
- Improved raw material tracking and management