

Energizing operations at Power Distributing LLC Sage ERP X3 delivers the power this distributor needs



Power Distributing LLC is the sole distributor of a well-known brand of premium energy drink in northern Illinois and Indiana. Its fleet of 80 trucks visits more than 1,000 convenience stores, warehouse clubs, big box retailers, and drug stores every day. It is a full-speed-ahead operation that demands a high-performance enterprise resource planning (ERP) engine to drive it. For Power Distributing, that engine is Sage ERP X3.

Stay with a proven winner

Power Distributing is a loyal Sage customer—starting with Sage 100 ERP* more than a decade ago and then migrating to Sage 500 ERP as its business grew. Recently the company took another jump, implementing Sage ERP X3 to take advantage of the solution's modern, robust database structure and its ability to adapt to a wide variety of specific business demands.

"We process a high volume of transactions—more than 6,000 receivable invoices alone each week," explains Fran Taglia, chief operating officer for Power Distributing. "That transaction volume combined with our desire to integrate other applications, like our route management software, makes Sage ERP X3 a smart choice for us. We've always been happy with our Sage solutions and our Sage business partner, so making this next investment was an easy decision for us."

Ideal development platform

The software's open architecture structure and development tools make Sage ERP X3 an ideal platform for integrating the mobile commerce application developed with Power Distributing's Sage business partner. The majority of the company's daily business transactions originate on its routes and are collected through its mobile application. Sage ERP X3 is the backbone of that application, providing the core functionality, including inventory control, purchasing, financial reporting, receivables, payables, and deep data analysis.

*Sage 100 ERP was named Sage ERP MAS 90 and 200 when Power Distributing initially implemented this solution. The product names have been updated in this case study to reflect current naming.

Challenge

Power Distributing has been using Sage ERP solutions for nearly a decade, migrating to more powerful solutions to meet its growing needs. When the company wanted a flexible platform to integrate with its new route management software, it sought a solution with open architecture and comprehensive development tools.

Solution

The open architecture and available development tools, combined with its robust core functionality make Sage ERP X3 the ideal solution for Power Distributing.

Results

Tight integration with external applications drive efficiency throughout the organization. Trucks are loaded in one-third the time thanks to streamlined inventory handling tools. Powerful data analysis and reporting tools deliver decision making data in real time.

Customer

Power Distributing LLC

Industry

Beverage distribution

Location

Elmhurst, Illinois

System

Sage ERP X3

"We need to react to changing conditions rapidly, and the data we get from Sage ERP X3 helps us do that."

Fran Taglia
Chief Operating Officer, Power Distributing LLC

“Sage ERP X3 is an ideal platform for development,” says Taglia. “Our business partner created a seamless integration for us between the application and Sage ERP X3.”

Dive deep into data

Power Distributing has always run its business based on facts, not hunches. Sage ERP X3 not only collects and stores the facts about the company’s business operations, it makes those facts easy to report upon, analyze, and share with decision makers.

“We are a numbers-driven company,” says Taglia. “We want accurate metrics surrounding all of our business data. Having the ability to dive deeply into our sales, purchasing, and inventory data and analyze that data in various ways is paramount. We need to react to changing conditions rapidly, and the data we get from Sage ERP X3 helps us do that.”

Drive efficient operations

Many of Power Distributing’s customers are chain stores with multiple outlets. The company needs the ability to track sales by individual location while managing receivables at a bill-to customer level. “Sage ERP X3 makes this process very simple,” explains Taglia. “It’s a built in part of the software’s functionality.”

The efficiencies gained with Sage ERP X3 extend to purchasing tasks at Power Distributing. As the distributor for a single brand, many of the company’s purchase orders are similar. “The purchase order process in Sage ERP X3 is very streamlined,” says Taglia. “We can copy purchase orders and set up recurring orders for the items we typically stock. That saves us a lot of time and effort.”

Sales representatives place stocking orders for their routes the evening before, and warehouse personnel has the product picked, palletized, and ready for loading first thing in the morning. “The average turnaround time for a truck has dropped from 45 minutes to 15 minutes,” notes Taglia. “The software’s flexibility and support for our workflows have made the process much more efficient. Our sales reps have more time out there selling.”

While Power Distributing’s fleet of vehicles and sales representatives are making their rounds, their smartphones are sending real-time data back to the Sage ERP X3 database. Stock levels, sales transactions, returns, cash received, and intertruck transfers are captured and recorded. “We always have updated information about our business operations,” says Taglia. “We don’t have to wait for the end of the day to know exactly where we stand.”

Sage ERP X3 is proving to be the ideal solution to help Power Distributing grow its operations while gaining efficiencies and saving valuable time. Taglia concludes, “I think we knocked this one out of the park.”

About The Sage Group, plc

We provide small and medium-sized organizations with a range of easy-to-use, secure, and efficient business management software and services-from accounting and payroll to enterprise resource planning, customer relationship management, and payments. Our customers receive continuous advice and support through our global network of local experts to help them solve their business problems, giving them the confidence to achieve their business ambitions. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and entered the FTSE 100 in 1999. Sage has over 6 million customers and more than 12,700 employees in 24 countries covering the UK & Ireland, mainland Europe, North America, South Africa, Australia, Asia, and Brazil.

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