Sage ERP X3 forges a strong solution for Allied Metals Corporation

For more than 50 years, Allied Metals Corporation (Allied Metals) has supported the exacting requirements of induction melters and provided them with high purity, low carbon steel and stainless steel melt stock. With extensive inventory in its warehouses across the U.S. and in Europe and a rigorous quality control system, the company can supply material with precise analytical and physical specifications at reasonable prices.

From its international headquarters in Troy, Michigan, to its manufacturing plant in Mount Summit, Indiana, its processing facility in Liege, Belgium, and its additional facilities in Düsseldorf, Germany, Tokyo, Japan, and Paris, France, Allied Metals is committed to obtaining, processing, and distributing the highest quality materials available to best serve its global customers.

Allied Metals has built its reputation on product reliability, consistency, and on-time delivery. Maintaining its reputation requires diligence, commitment, and an efficient tool set. For Allied Metals, that tool set includes Sage ERP X3.

Choose a no-compromise solution

The company launched a very structured selection process when the time came to replace its old accounting software.

"We needed a technology upgrade, including hardware and software," recalls Robert Abraham, project manager with Allied Metals. "We carefully analyzed the available options and ultimately decided that Sage ERP X3 represented the best combination of technology, functionality, and price."

Other packages that Abraham and his team considered were Microsoft® Dynamics GP and SysPro. Abraham recalls that while the Microsoft product offered strong financial and distribution functionality, and SysPro promised powerful manufacturing functionality, only Sage ERP X3 delivers on all counts. "Sage ERP X3 offered the best of everything at a competitive price," he says.

Customer
Allied Metals Corporation

Industry
Manufacturing and Distribution

Location
Troy, Michigan

Number of Locations
6

System
Sage ERP X3

Challenge

When it came time to replace its legacy software, Allied Metals sought a robust solution that incorporated accounting, distribution, and manufacturing components and the capability to support rapid growth and international operations.

Solution

Sage ERP X3 provides an integrated ERP solution that supports all facets of the company's diverse and growing operation.

Results

100% reliable solution. Visibility into production improves purchasing decisions and customer service. Multinational and multicurrency functionality supports international operations. Powerful inventory features capture accurate costing data and help to eliminate waste.

Support your diverse operations

"Our business model revolves around delivering the best products at the lowest possible cost to us and our customers," says John Deradoorian, president of Allied Metals. "We continually analyze our inventory costs to help us identify areas of waste or loss. Sage ERP X3 fully supports that analysis and the required precision which alerts us immediately when we have an issue to address or problem to solve."

The company typically buys its products in bulk and then processes and packages it for distribution. Sage ERP X3 efficiently tracks the materials from first receipt, through the manufacturing cycle, then the testing cycle, through the stocking or shipping cycles. Allied Metals uses the Sage ERP X3 lot tracking feature and the ability to produce Certificates of Analysis in its operations to ensure traceability and quality standards.

"As products move through our system, we have real-time insight into our production that we did not have before," says Greg Hirsch, CFO for Allied Metals. "Access to this information allows us to make informed purchasing and production decisions, and it enables customer service staff to provide up-to-the-minute information in response to customer inquiries."

Most of the company's orders are for full truckloads of material shipped by common carrier. Sage ERP X3 supports the creation of all necessary order documentation to facilitate accurate and on-time product shipments.

Choose international integration

Operations within the United States access Sage ERP X3 on the server located in the company's Troy, Michigan headquarters. European and Asian operations access a second server located in Germany. Accounting personnel at the company's headquarters access the European server to gather financial information needed to produce consolidated financial statements. "We each produce independent financial reports in our home currencies, and bring those reports together in U.S. dollars in Sage ERP X3," explains Hirsch.

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>
> John Deradoorian, President
> Allied Metals Corporation

Enjoy efficient operations

Because Allied Metals does not have an internal IT department, Hirsch appreciates the reliability of the software. "Sage ERP X3 is always available—we have zero down time," he says. "Its reliability makes my job much easier—Sage ERP X3 is bulletproof."

Deradoorian says the switch to Sage ERP X3 has been instrumental in the company's growth: "Our revenues have grown substantially over the past several years. This type of growth would have been impossible without the efficiencies that Sage ERP X3 provides."

Remain lean and flexible

"We are a lean organization that chooses to focus on our core competencies," concludes Deradoorian. "We partner with professionals to provide IT support, and with Sage to provide software support and services for our operations." At the core of the organization's operations is Sage ERP X3—a powerful, reliable ERP solution that supports the way Allied Metals does business.

About Sage North America

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. Sage North America employs 4,000 people and supports 3.1 million small and midsized business customers. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 13,100 people and supports 6.2 million customers worldwide. For more information, please visit the website at www.SageNorthAmerica.com.

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