

CUSTOMER SUCCESS

## Enhancing efficiency with a complete enterprise solution

*Gummi Metall Technik enhances  
business synergy with Sage X3*



Gummi Metall Technik is one of the world's leading manufacturers of anti-vibration technology, producing rubber to metal bonded parts for customers in a variety of industries. The company has operated in Malaysia since 1980, with a local team of 186 employees.

### Challenge

Gummi Metall Technik was looking for an end-to-end business management solution that could support the company's rapid growth.

The company was using several disparate systems across its departments. The lack of integration between these systems meant sharing and accessing information across departments required a significant amount of manual work, says Gummi Metall Technik's Business Unit Manager, Sivanjothi K.

"We were previously using separate systems for production, accounting, purchasing and other functions. These systems weren't linked, which meant we had to perform a lot of manual tasks."

"Our systems couldn't keep up with the growth of the company. Since 2010 our sales more than doubled and our production capacity increased significantly. It was very difficult to control these individual systems."

Company

**Gummi Metall Technik**

Location

**Malaysia**

Industry

**Industrial Products**

System

**Sage X3**

Partner

**Dynamic X Consulting**



### **Solution**

To overcome these challenges, Gummi Metall Technik chose the full suite of Sage X3, allowing them to more efficiently manage financials, sales, purchasing, inventory, production, and warehouse management.

The implementation was conducted by Sage partner Dynamic X Consulting, who Sivanjothi praises for their dedicated support.

“The team from Dynamic X Consulting have been excellent. They have been very patient and supportive in helping our staff become familiar with the new software.”

**Sage has helped us save a lot of time across our departments. The solution is completely integrated, so you don't have to do everything manually.**

Sivanjothi K., Business Unit Manager, Gummi Metall Technik

### **Results**

Sage X3 has allowed Gummi Metall Technik to integrate its systems, helping the company save time and work more efficiently, says Sivanjothi.

“I think the key benefit is integrating all our processes into one system. We now have an integrated system, from marketing to delivery. All our departments work together more efficiently and are no longer separate. This has been very helpful for us.”

“Sage X3 has helped us save a lot of time across our departments, including our purchasing and stores departments. The solution is completely integrated, so you don't have to do everything manually.”

“It also helps us eliminate paper work. For instance, our marketing department no longer needs to print out sales orders, as the information is easily accessible and shared in Sage X3.”

The team from Dynamic X Consulting have been excellent. They have been very patient and supportive in helping our staff become familiar with the new software.

Sivanjothi K., Business Unit Manager, Gummi Metall Technik



#### About Dynamic X Consulting

Dynamic X Consulting provides technology consulting services for SMEs, specifically in the manufacturing industry, and specialise in the delivery of Sage X3 solutions. Our team of experts leverage a deep understanding of industries, business challenges, and technology to help SMEs enhance efficiency, productivity and profitability.

Sivanjothi also believes the solution will help improve customer satisfaction by providing more accurate delivery dates.

"I expect Sage X3 will help us manage and plan our deliveries better, to supply more accurate delivery dates to our customers. It will also help us more accurately calculate costs, as we currently calculate them manually."

And does Sivanjothi consider Sage X3 easy to use?

"Yes, it's very easy to use. My colleagues have also said that they find it much simpler to use than our previous systems."

#### About Sage

Sage (FTSE: SGE) is the global market leader for technology that helps businesses of all sizes manage everything from money to people – whether they're a start-up, scale-up or enterprise. We do this through Sage Business Cloud - the one and only business management solution that customers will ever need, comprising Accounting, Financials, Enterprise Management, People & Payroll and Payments & Banking.

Our mission is to free business builders from the burden of admin, so they can spend more time doing what they love – and we do that every day for three million customers across 23 countries, through our 13000 colleagues and a network of accountants and partners. We are committed to doing business the right way, and giving back to our communities through Sage Foundation.

Sage Asia

#### Singapore

[www.sage.com/en-sg](http://www.sage.com/en-sg)

#### Malaysia

[www.sage.com/en-my](http://www.sage.com/en-my)

For enquiries, please email us at

[info.asia@sage.com](mailto:info.asia@sage.com)



©2019 The Sage Group plc or its licensors. Sage, Sage logos, Sage product and service names mentioned herein are the trademarks of The Sage Group plc or its licensors. All other trademarks are the property of their respective owners. AS/WF 488858.

