

SUCCESS STORY

Sage delivers more  
efficient manufacturing  
processes

*Custom manufacturer relies on  
Sage X3 to provide transparency.*

Germany-based S&B Verpackungsmaschinen GmbH is a leading manufacturer of customized solutions for packaging produce. Facing challenges with managing its many multi-layered processes, S&B turned to Sage X3 for a bespoke system to increase efficiency and transparency.

S&B produces and sells machinery and equipment for fruit and vegetable packaging, from raw materials to the end product. The company provides traditional machinery, wide belt sanders, and automatic filling systems for packaging and palletizing.

**The challenge**

From a packing line for carrots to film-wrapping machines, up to 70 percent of the machines S&B manufactures are custom solutions. However, the individual parts within them are standard components that are either manufactured in-house or purchased. The challenge was to knit together these different combinations efficiently and effectively.

Due to the lack of transparency in the parts lists on the previous system, figures regarding elements such as purchased parts, working hours, and overhead costs had to be recorded and then worked on in an Excel spreadsheet, which was incredibly time-consuming. The Managing Director at S&B, Thomas Carta, explains the company's requirements: "We need a precise parts list structure that can act as a foundation for all of our processes. Previous software, which was not fulfilling this requirement, meant a lot of manual work."

Company

**S&B Verpackungsmaschinen GmbH**

Location

**Altenstadt, Germany**

Industry

**Manufacturing, Industrial Equipment**

System

**Sage X3**

Release

**Version 7**

“We use Sage X3 to purchase our parts more quickly and deliver machines more reliably.”

Thomas Carta, Managing Director,  
S&B Verpackungsmaschinen GmbH



### The solution

As the company's previous software was unable to manage the many multi-layered processes, S&B made the move to Sage X3. A parametrization process was used to develop a customized solution. During implementation, as data migration was not a viable option due to the amount of unnecessary data in the existing system, S&B staff added parts and product data to the new system according to predefined specifications. Today, of the company's 25,000 items, some 8,000 have been created in Sage X3 and are incorporated as soon as a new job comes in.

Carta explains that the time investment was beneficial: “Now, when an S&B employee uses the ‘Reserve job XY for me’ function in Sage X3, they immediately receive an overview of all the parts that are already located in the warehouse, and which parts need to be ordered.” Based on projected incoming goods data, working hours for the manufacturing machines and personnel utilization data, the engineering specialist can now give a relatively precise delivery date. The solution can also determine the price of the machine much more easily.

S&B has also created an automated interface between the manufacturing software and the financial accounting function. This enables invoices to be generated straight from the manufacturing job once finalized.

“We can quickly see what the price or costs are,” says Carta. “Having all of the data right in front of us is a huge benefit.”

### The future

“The fact that we are now in a much better position with regard to our parts lists for construction, materials planning, and purchasing represents a giant leap forward,” says Carta. With Sage X3 enabling the company to optimize materials planning and purchasing, S&B is set up for success as its business grows.



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