



Business Partner
Platinum

abacus

CASE STUDY

Trade X ME LLC

» After implementing Sage, we knew exactly where our organization stood and the decisions we need to make to reach our target. Abacus has provided us with great functional support from the beginning of our journey«

Sandeep Hariharan, Finance and HR Manager, TradeX ME LLC



About Trade X

TradeX, with its storage hub located in Dubai is a leader in the automotive aftermarket trade. TradeX specializes in automobile protection products like paint protection films, window films and bullet proof films from leading brands like Madico and Xpel. Apart from these, TradeX also provides additives from brands like Forte and industrial doors from Butzbach. With distributors in Saudi Arabia, UAE, Kuwait, Oman and Bahrain, TradeX offers a wide range of products from all over the world to their customers.

About the Customer

Location: UAE

Industry: Automotive Aftermarket Trade

Employees: 75

Legacy Software: Focus

Key Challenges

Serialized Inventory Management

After Sales Support & Warranty Management

Reporting and BI – Sales and Margin by Customer category, Product category and Salesmen

Vendor Management

Solution

Sage X3; 15 users

Implementation Partner

Abacus IT Solutions FZC

Key Benefits

Better After Sales Management - Reduce the cost of returns

End to End inventory tracking and optimization

Real time Dashboard

Faster implementation cycle

Cost Effective



“Within just a month, we were up and running and able to track our inventory, invoice our clients and get reports. We were very pleasantly surprised with the speed of the implementation and the commitment from Abacus”

After evaluating a number of ERPs, TradeX discovered that Sage X3 has the perfect distribution capabilities to automate the business processes. Few of which are:

- Fully integrated distribution functionalities
- Global sourcing, importing /exporting and inventory management
- Supplier exchange monitoring to ensure quality and compliance
- Real time monitoring
- Native mobile apps for sales and purchasing

Sage X3 provides the perfect platform for TradeX since it offers both an advanced business management solution and a comprehensive development environment. This ability to tailor the software around a customer’s specific business requirements was critical in enabling Abacus to replicate the existing business processes in the new business management solution. The following benefits were derived upon X3 implementation:

Sage X3 helped TradeX to manage the stock better. With sales operations in multiple countries, lot management provided better inventory visibility to the customer. It helped TradeX to track the end to end product cycle. As TradeX is in the automotive aftermarket trade, different parts of the products have different warranty and maintenance contracts. With Sage X3, TradeX manages the post-sales support in a single system.

Concerning after sales services, Sage X3 tracks each part from the vendor to the customer level. The procurement team now has better visibility on the vendor deliveries and stock availability. Consequently, this has helped TradeX to prevent overpromises and also improved the customer satisfaction.

The power of real time business intelligence in Sage X3 has reduced the dependency of the top management on the reports from the employees. The pre-defined dashboard provides a better view to the managers about the business and enable them to make better and quicker decisions. With the help of effective KPIs and KPI monitoring on a day to day basis, the productivity of the employees has increased.

On-Cloud option has allowed Trade X to focus on its core business without any concern about performance, security threats, disaster recoveries etc. It allows the team to access the system from anywhere in the world from any device.

About Abacus

Sage Platinum partner in UAE with immense experience of implementing Sage X3 solution across various industries like manufacturing, distribution, hospitality etc. Abacus has a team of highly experienced and certified Sage X3 Techno-functional consultants with proficient technical and functional knowledge specializing in Sage X3 consulting, development and integration services for various industries. An important factor which differentiates Abacus from other Sage partners is our dedicated support helpdesk ready to help the customers anytime via emails, calls, onsite and online support.