



Allredi Customer Story



Allredi - Blasting ahead with Sage X3 supported by Inixon

Allredi is a leading supplier of blasting equipment, abrasive media and associated supplies. Allredi was created through the merger of Marco Group and Abrasive Products and Equipment Group, becoming the largest company in the industry, with 24 locations across the USA and Canada (13 in the USA alone).

Selecting Sage X3

Both Marco Group and Abrasive Products & Equipment Group had disparate ERP systems, one of which was a highly modified green screen solution, and thus difficult to upgrade. Both systems lacked key feature functionality, such as manufacturing. After liaising with 5 top ERP vendors in the distribution and manufacturing space, Sage X3 was selected by Allredi in early 2019 and implemented by the end of that year.

Why Sage X3 and Inixon?

Allredi wanted a Sage X3-focussed partner who could guide them and provide significant expertise in Sage X3, advising them on best-in-class processes. Their US-based implementation partner had months-long turnaround times and could not provide timely service; in early 2020 Allredi embarked on a search for a partner who could meet their needs. During their search, they came across Inixon. Despite it being UK-based, the Allredi team was impressed by the fact that the Inixon team go "deep and wide" with their Sage X3 expertise.



ALLREDI LLC

HQ in USA, locations in USA & Canada

<https://www.allredi-us.com/>

Industry: Industrial Equipment Manufacturing, Distribution and Rental

Solution: Sage X3



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“We’re very happy with the support we get from Inixion. It’s a great partnership.”

**Woodie Perkins,
VP of Information Technology, Allredi**

Before signing up to Inixion as a partner, a 2-week health check was carried out by Inixion on Allredi's Sage X3 installation, producing an extremely comprehensive report. Woodie Perkins, VP of Information Technology, Allredi stated: *“It kind of solidified our decision because of the expertise of the people we talked to on each of the various modules that we needed help in. **It was night and day difference comparing Inixion and our previous support partner.**”*

Benefits of Sage X3

Woodie Perkins mentions: *“Sage X3 provides a single source of the truth. Having this one standard of the truth has really helped the company. For instance: sales reporting and all the financials are done in the system; everything comes out Sage X3. The other benefit is that when staff move from one location to another, they are familiar with how the system works because it works the same way for everybody, so there is no need to train people up again.”*

The Allredi team has worked on standardization, having made several internal changes over the past few years, including how products are costed and priced and the way they use shipping and freight. Their focus is on streamlining processing to get orders in and making things better, faster and more efficient for all internal users. That has all had an impact on their requirements from their Sage X3 system.

Says Woodie Perkins: *“We have a very comprehensive software platform now, anywhere from EDI to online sales through our website. It’s all now connected to Sage X3. Sage X3 is the driver of that information for us.”*

Results of the partnership with Inixion

“Being able to talk to the same people at Inixion over the past few years has brought a lot of value to Allredi,” says Woodie: “The team at Inixion know my business, they know what changes have been made to the configuration, where we’re at, what we want to do and it makes for a very quick and easy conversation - ‘what are the next steps that we need to do?’”

“Inixion’s whole team know Sage X3 inside and out. They really understand the system and help drive to get things done quickly and inexpensively. Some very technical people at Inixion work with project managers; I don’t have to bridge that gap between what I want to do on my project and what technically happens. Inixion project managers do it in a very seamless manner, which you don’t always achieve, and it is very much appreciated. It works out very well for us.”

