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Sage ERP X3

New Challenges in a New
State of Development

Prince Castle

Case Study: Prince Castle & Sage China

About Prince Castle

Prince Castle is a United States owned enterprise that specializes in manufacturing professional commercial western-style kitchen equipment. Prince Castle was founded in 1995 with the birth of the quick-service industry. For many years, it has been devoted to increasing the operational efficiency of restaurants by using state-of-the-art technology. Prince Castle's customers include a range of world-renowned companies within the food industry, such as McDonald's, KFC, and Burger King.

In 2004, Prince Castle seized an opportunity for growth in Asia and established itself China. Its sales network has expanded to more than 30 countries worldwide, including the United States, Britain, and France. Products include toasters, steamers, apple pie makers, ovens and milk distribution machines. Prince Castle's core business focuses upon the production of kitchen equipment and related products, along with maintenance and technical services, wholesale, import and export, related ancillary services and business consulting.

New Challenges in a New State of Development

Before the implementation of Sage ERP X3, Prince Castle used management software provided by a small overseas manufacturer. However, as business increased and the company standardized its processes, the old system became increasingly outdated. The lack of an Internal Control System and a Data Protection Mechanism posed a potential threat to data security and the original system was incompatible with multiple sets of accounting. The system could not support transactions between companies using different sets of books - a key requirement needed by Prince Castle within the Chinese market. The limitations of the system's Reporting Management meant that Prince Castle was unable to complete certain reports when needed, which greatly impeded work efficiency. System Data was isolated and couldn't be shared, making the process of retrieving and collating vital information extremely time-consuming. Furthermore, the system's foreign currency processing system was flawed, seriously affecting the accuracy of financial data and making it extremely difficult to undertake foreign trade. As a result of these issues, Prince Castle took the opportunity to change its system.

The customer

Prince Castle

Industry

Manufacturing

location

America

system

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Cooperation with Sage China

After careful consideration Prince Castle chose Sage ERP X3 to control project risk, support business development, improve management efficiency and achieve a seamless connection with the management software used in their US headquarters.

Implementing the solution, including marketing management, financial management, report management and supplier management has brought Prince Castle great success in risk control, business processing and daily management. The comprehensive range of services provided by Sage China's team has strengthened the clients operations and ensured the project was a success.

The Benefits of Successfully Deploying Sage ERP X3

Deploying Sage ERP X3 enables more comprehensive management of a business. During the implementation of Sage ERP X3, Prince Castle increased its business management in multiple stages; from marketing campaigns to the formulation of market price systems, the establishment of sales channels, multi-dimensional analysis, product design, production management, cost control and many more. Implementing Sage ERP is a solid foundation for informatization.

A more stringent internal control system. The implementation of Sage ERP X3 system has ensured the security of Prince Castle's internal data. It not only has user name and password permissions, along with advanced and basic functions, such as read-only access, but Sage ERP X3 prevents security hazards and greatly strengthens data security.

A more standardized operating process. With the implementation of Sage ERP X3, Prince Castle's business processes and financial processes become more standardized and, for business and staff management, purchasing, sales, warehouse and production departments have been optimized. In particular, in terms of raw material management and control, receipt and delivery, and the tracking of serial numbers for the production department, Sage China has ensured the smooth flow of business processes, achieved convenient management, reduced loopholes and improved operational efficiency.

Efficient Financial Management and Control. The adoption of a general ledger, receivables and payables, inventory, purchasing and sales modules within Sage ERP X3 has made accounting data flow more smoothly and accurately. It has significantly improved the efficiency of tasks undertaken by financial personnel whilst strengthening financial control and flow across the entire enterprise.

Supplier Management. By setting inter-company transactions and allocating user privileges, suppliers of Prince Castle can be involved in the systems operation. Inventory management, payment and billing for Prince Castle's suppliers can be clearly managed and controlled.

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Clear and Convenient Statistical Reporting. Through a secure connection between the Sage ERP X3 system and the Prince Castle's management system used in the US headquarters, Prince Castle U.S.A. can retrieve key data and examine reports in a range of required formats.

Project Results. With the successful deployment of Sage ERP X3, Prince Castle has greatly increased operational efficiency. Internal operations are undertaken through the ERP platform, enabling standardization and sharing of basic data. In addition, Sage ERP X3 has optimized process efficiency and control in purchasing, inventory, production, and sales operations. By using Sage ERP X3, Prince Castle has moved away from manual data sorting and reliance upon Excel. The accuracy of documentation, key information and statistical reporting has been significantly improved, providing the company with increased analysis for decision making and work efficiency.

Information Planning

In future, Prince Castle will continue to utilize further aspects of Sage ERP X3. They will continue to track information based on the current functions and customer experiences to improve the flow of business within the company. Continued cooperation with Sage China is planned, with the addition of CRM(Customer Relationship Management).

Sage China is the world's third largest professional management software and solution provider. Listed on the London Stock Exchange, Sage currently has more than seven million business users worldwide. Sage China boasts 17 years' development history in China helping Chinese grown enterprises and global companies to carry out advanced business management with world-class software solutions. More than 2000 enterprise customers currently use Sage China's management software. Sage China's detailed management solutions cover various functions, including; ERP, CRM, HCM, BI, enterprise socializing and project management. Sage China continually provides industry solutions to meet specific needs. With the development of the internet and mobile technology and advances in marketing, Sage China has launched a Mobile Internet Solution Series to provide diversified range of services to enterprises. Sage China is dedicated to being a market leader and developing ideas for the future of businesses. For more information, please visit www.sagesoft.cn or follow our wechat account: 赛捷中国SageChina.

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