

# Sage ERP X3 Manufacturing

CLIENT SUCCESS STORY



## Client

The Bodtker Group of Companies

## Industry

Industrial  
Manufacturing and  
Distribution

## Headquarters

Calgary, Alberta

## Number of Locations

18

## System

Sage ERP X3

## Sage ERP X3 — the Perfect Package for The Bodtker Group

Named one of Canada's 50 Best Managed Companies, The Bodtker Group of Companies is also the country's largest supplier of industrial containers and packaging supplies. With 18 locations, more than 500 employees, and \$150 million in annual revenues, The Bodtker Group provides its customers with rapid response, high quality products and superior service.

To promote and support its growth and success, the company trusts its operations to Sage ERP X3 and the professional team at The Answer Company.

and queries were taking too much time to run, and staff was not able to produce consolidated financials from the software. It was time for a new, modern, scalable ERP solution and The Bodtker Group of Companies picked Sage ERP X3.

Great Western Containers and Nemco Resources were the first two divisions within The Bodtker Group to implement Sage ERP X3 following an extensive search for the right ERP solution. Kong Ho, the company's IT Manager, recalls that they started by reviewing more than a dozen systems, and then narrowed that list to four: Microsoft Dynamics GP, SAP OneWorld, NetSuite and Sage ERP X3. Ultimately, the company selected Sage ERP X3 for its clean, intuitive user interface and the personalized dashboard feature.



### Selecting a Robust, Modern ERP Solution

Dave Biskey, Enterprise Resource Planning (ERP) Project Manager for The Bodtker Group recalls that the company implemented Sage ERP X3 in 2013, to replace its old ERP system, which was proving inadequate for the growing company. Data management problems, due to the volume of data being stored were common. Reports

### A Partnership for the Long Term

As important to The Bodtker Group as choosing the right software solution was choosing the right business partner. According to Biskey, the company felt immediately comfortable with The Answer Company. They were seeking a partner for the long term and The Answer Company has proven to be that kind of partner.

### Supporting Mixed Mode Manufacturing

Companies within The Bodtker Group blend both discrete manufacturing and process manufacturing, and some



### About The Answer Company

The Answer Company is a leading supplier of business management software and technology consulting services. Since 1995, we have been helping businesses answer the difficult questions with regards to investments in technology and information systems. Our goal is to make businesses more successful at what they do and gain confidence to make profitable moves in their respective industries. Our software solutions support accounting, operations, customer relationship management, human resources, time tracking, merchant services, and the specialized needs of the manufacturing, construction, distribution, healthcare, nonprofit, and real estate industries.

### Head Office

303 - 604 Columbia Street  
New Westminster, BC V3M1A8  
(604) 473-9166

### Calgary Office

10th Floor Bankers Hall,  
West Tower  
888 - 3rd Street SW  
Calgary, AB T2P 5C5  
403-266-4558

### Toronto Office

2275 Upper Middle Road East  
Suite 101  
Oakville, ONT L6H 0C3  
905-487-8432

info@theanswerco.com  
www.theanswerco.com



provide service work as well. It is difficult to find a single software application capable of handling this blend of manufacturing styles, but Sage ERP X3 excels in this arena. According to Ho, the system is fast and capable and delivers access to very detailed cost information about the company's products, including tools to track the cost breakdown and price history of its manufactured items.

### Efficient Global Operations

With customers throughout North America, the robust multi-currency, multi-location and multi-company functionality within Sage ERP X3 helps The Bodtke Group compete and succeed in a global marketplace.

The company has seen significant growth in recent years, both organically and through strategic acquisitions. With the old software, it was not possible to efficiently generate consolidated financial statements spanning the various corporate entities that comprise The Bodtke Group. Sage ERP X3 removes such barriers by providing accurate, real-time financial data concerning each division.

### Partner Helps Maximize Return on Investment

The Answer Company helped the company engage an Application Solution Provider (ASP) to host the Sage ERP X3 installation. The ASP minimizes many of the costs and complexities of hosting an ERP solution in house, handling hardware upgrades and managing both physical and electronic security.

The outsourced model makes great sense for the company, as it has a small and busy IT department.

The Bodtke Group is working to get the most value and utility out of its ERP software. Monthly user group meetings are held to discuss strategies, promote new ideas and address concerns. Bisskey relates that Sage ERP X3 is a very flexible, very robust application and that staff are still honing processes and uncovering additional ways to use more of the software. He says that they take questions and suggestions that arise to The Answer Company, where they find responsive help and advice.

Ho and Bisskey say they continually push to ensure they are getting the most out of Sage ERP X3, and praise The Answer Company for the quality of their support and consultation services, noting that they set the bar high for business partners and The Answer Company meets the challenge.

### Scalable and Supportable

Following the successful rollout of Sage ERP X3 at Great Western Containers and Nemco Resources, The Bodtke Group is in the process of implementing the solution across its five other entities. Bisskey and Ho agree that in Sage ERP X3, the company has found a solution that is supportable and scalable to meet the organization's needs today and into the future.