

# Mentis Sales implements Sage X3 to enhance business agility



Mentis Sales has boosted its business agility by replacing its legacy ERP system with the Sage X3 business management solution from Sage, the global market leader for integrated accounting, payroll, and payment systems. Mentis Sales manufactures grating, expanded metal and guard-rails for roads and industrial handrail systems. Sage X3 business partner, Parity, consults and supports the Mentis Sales implementation.

Mentis Sales decided to move away from its old system to support the business's strategic growth plan, says Juan Krynie, IT Manager, Mentis Sales. After consulting each business department, the Mentis project team decided that it needed a business solution with excellent local support and strong real-time reporting.

Mentis chose Sage X3 from a shortlist of three vendors because it offered the scalability the company would need to support its growth into the future as well as the features it needed to gain better visibility into its business. "We used to receive daily reports but we had to do modifications to the data to get the information we needed," says Krynie. "From an IT point of view, the new system is more secure and also offers us the flexibility to add new features and functionality in response to the evolving needs of our business."

The system also offers mobile access to information, an essential tool for sales reps and management. In the next phase of the project, Mentis Sales will aim to improve its visibility into its business operations. They will get better access to information for timely decisions, with data represented on an attractive dashboard .

## Customer

Mentis Sales

## Industry

Manufacturing

## Location

South Africa

## System

Sage X3

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Juan Krynie,  
IT Manager,  
Mentis Sales

Says Riaan Wolvaardt, Head of Sage Consulting at Parity: "We proposed Sage X3 for Mentis Sales because the solution has a track record of helping many small & medium businesses in the manufacturing sector manage their operations faster and more effectively – from procurement and scheduling to shop floor, inventory, sales and financials."

"The future is mobile and we are giving our customers like Mentis Sales the power to control their businesses from the palm of their hand," says Keith Fenner, Vice President at Sage X3 International. "In a time of seismic technological change and digital invention, our smart technology will enable businesses to reinvent and simplify their everyday processes."

### About Sage

Sage energizes the success of businesses and their communities around the world through the use of smart technology and the imagination of our people. Sage has reimaged business and brings energy, experience, and technology to inspire our customers to fulfill their dreams. We work with a thriving community of entrepreneurs, business owners, tradespeople, accountants, partners, and developers who drive the global economy. Sage is a FTSE 100 company with 14,000 employees in 24 countries.

For more information, visit [Sage.com](https://www.sage.com).

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