



"Sage ERP X3 has become an essential management tool in assuring the growth of Coletica"

Jean-Charles Foddis
Operations Manager
Coletica

Cosmetics Manufacturer Standardizes Multiple Systems on a Single Platform with Sage ERP X3

Coletica is a worldwide leader in the creation and distribution of active ingredients and compounds used in the formulas of major cosmetics and beauty suppliers. The R&D labs of such well-known companies as Avon, Chanel, Estée Lauder, L'Oréal, Johnson & Johnson, Revlon and Yves Saint Laurent are beneficiaries of Coletica's innovative products and services. With 125 employees, Coletica achieved revenues of over \$25M in 2002. The company also operates two subsidiary companies in the United States and Japan.

A Prodstar user since 1997, Coletica set out in 2001 to standardize its myriad collection of software systems on a single platform. "For example, accounting was de-coupled from everything else on an IBM AS/400 server but Prodstar was somewhat limiting outside of manufacturing," said Jean-Charles Foddis, operations manager at Coletica. "So we decided to replace our systems with an integrated application that would run on the Oracle database."

After reviewing several packages, one of which had high-end functionality but at double the cost and risk, Coletica selected Sage ERP X3 because of its mid-range orientation and natural evolution from Prodstar. "We saw first-hand how Prodstar had evolved into Sage ERP X3, and especially how robust it was in the distribution and financial areas."

A multi-phased implementation project was used, beginning with upgrading each manufacturing function from Prodstar to Sage ERP X3. Subsequently, Coletica gradually integrated other Sage ERP X3 modules into its new integrated

business infrastructure. "Eventually we'll utilize the Web capabilities of Sage ERP X3 to connect with our American and Japanese subsidiaries," explained Foddis.

With 30 users currently on the system, Coletica is planning to add more modules and sites. "While Sage ERP X3 has many of the same manufacturing features as Prodstar, it is a much more robust system overall," concluded Foddis. "It has helped us standardize systems on a single platform, which was our driving factor. Sage ERP X3 is also very easy-to-use and learn. In fact, we over-estimated the amount of training it would take the users to learn the system. Sage ERP X3 has become an essential management tool in assuring the growth of Coletica."

At-a-Glance

Customer: Coletica

Industry: Cosmetics

Location: Lyon, France

Size: \$25M; 125 employees

Challenge: Consolidating numerous disparate systems on a single platform

Solution: Sage ERP X3 Process

Implementation: A phased approach beginning with manufacturing and gradually integrating other modules

Results: Systems are standardized on a single platform; employee training was faster than anticipated due to the system's ease of use; Web capabilities enable connection with American and Japanese subsidiaries