

## Success story

# Ennis Fabrics: Modernizing Operations with Sage X3 and BAASS



### The challenge

Ennis Fabrics faced significant limitations with its legacy ERP system, which struggled with scalability, lacked modern business support like e-commerce and automated inventory management, and posed a high risk of failure.



### The solution

The company implemented Sage X3 with the assistance of BAASS Business Solutions, which tailored the system to their unique needs, including custom integrations for automated data collection and transport management.



### The result

Since going live with Sage X3, Ennis Fabrics has achieved substantial cost savings, increased operational efficiency, enhanced reporting capabilities, and a scalable platform for future growth, enabling 80% of orders to ship the same day.



“Having a partner who understands our operations and provide on - the - ground assistance was critical.”

Jordain Chung, CFO, Ennis Fabrics



Sage Business Partner

**Organization**  
Ennis Fabrics  
**Location**  
HQ - Edmonton  
**Industry**  
Textile Industry  
**Sage Partner**  
BAASS Business Solutions



### Ennis Fabrics

Founded in 1972, Ennis Fabrics is a leading provider of industrial fabrics and related products. With a complex global supply chain, the company operates across North America, Bermuda, and China and currently has over 180 employees. It serves diverse industries including furniture, marine, and flooring supplies, processing between 1,000 to 1,500 orders daily. Ennis Fabrics has gained a reputation for its ability to deliver high-quality, customizable solutions with 80% of orders shipping the same day.



### The Challenge

By 2015, Ennis Fabrics had outgrown its legacy ERP system, which had been heavily customized by an in-house developer. The system was becoming a liability with limited integration capabilities and a high risk of failure. It struggled with scalability and lacked support for modern business requirements such as e-commerce, automated inventory management, and detailed financial reporting. As CFO Jordain Chung (CPA, CGA), explained, "Our old system had reached the end of its lifecycle. It simply wasn't going to get us where we needed to go."

The company needed a more robust solution to support its growth ambitions, streamline operations, and improve decision-making.

### Partnered with BAASS

After evaluating several ERP solutions, Ennis Fabrics selected Sage X3 – an enterprise resource planning software known for its flexibility and comprehensive functionality. The company chose BAASS Business Solutions as its implementation partner due to their expertise with Sage X3 and its local presence in Canada. According to Chung, "BAASS's local support was a key factor. Having a partner who understands the nuances of our operations and provide on-the-ground assistance was critical."

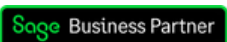
The implementation of Sage X3 began in late 2015 and included comprehensive modules for general ledger, inventory, sales orders, purchasing, and more. BAASS worked closely with Ennis Fabrics to tailor the system to its unique requirements, including custom integrations for automated data collection (ADC) and transport management.

### Overcoming Challenges Together

The implementation process was not without its difficulties. Ennis Fabrics had a complex corporate structure that managed inventory across multiple locations including Canada, China, and the U.S. The project involved consolidating three different accounting systems into one and optimizing pricing for over 100,000 lines of inventory.

Jordain Chung acknowledged that the company underestimated the resources required for the project. "We didn't realize the extent of the time and effort needed from our team," he said. "However, BAASS's project management was crucial in helping us navigate these challenges, ensuring we stayed on track."

Glenn Charlton, Director of Professional Services at BAASS, noted that some of the early challenges included stabilizing the Oracle-based back-end system, customizing workflows for high-volume order processing, and automating freight cost optimization. The partnership with BAASS enabled Ennis Fabrics to overcome these hurdles to achieve a smooth transition to the new system.



## Impressive Results

Ennis Fabrics has experienced significant improvements across its operations since the system went live. The integration of Sage X3 has streamlined business processes, enhanced reporting capabilities, and driven substantial cost savings.

Key benefits include:

- **Cost Savings** : Implementation of the Sendflex Transportation Management System combined with Sage X3 has saved the company \$70,000 per month on freight overage fees and \$100,000 annually on other costs.
- **Increased Efficiency** : Sage X3 supports real-time inventory management across all locations. The system's automated data collection and custom picking functions allow Ennis Fabrics to handle high transaction volumes with minimal manual intervention, so company can ship 80% of orders the same day.
- **Enhanced Reporting and Analytics** : With Sage X3, Ennis Fabrics has doubled its analytical reporting suite enabling faster and more informed decision-making. The system has reduced the period-end financial close from nearly a month to just a few days.
- **Scalability for Growth** : Sage X3 has provided a scalable platform that supports Ennis Fabrics' plans for expansion into e-commerce and automation. The company is exploring real-time inventory tracking and automated packaging to further enhance warehouse efficiency.



## Looking Ahead

The future for Ennis Fabrics is promising. The company plans to leverage technology to stay ahead in the competitive industrial fabrics market. Upcoming initiatives include automating accounts payable processes, implementing RFID for warehouse automation, and further enhancing Sage X3 to support additional integrations and upgrades.

As Chung summarized, "The decision to upgrade our ERP has paid great dividends for us. Sage X3, with BAASS's support, has not only modernized our operations but has positioned us for future growth. We look forward to continuing our partnership as we pursue new opportunities."

