

Apex Grange Ltd - Case Study



Established in 1993 and based in Central Hertfordshire and Kent, Apex Grange offer a one-stop shop for the supply of materials to the natural stone, tiling, flooring, concrete, stone cleaning and restoration industries throughout the United Kingdom.

With shrewd and hardworking management, the company has seen rapid expansion since 2004, when products for the flooring and tiling industries were incorporated into their core range. As a result, they have since acquired larger premises in Welwyn Garden City and opened a new depot with extensive warehousing in Dartford.

Apex Grange are now main distributors for a diverse collection of suppliers, including; Ardex, Mapei, Weber, Schluter, Flex, Bosch, Rubi, Akemi, Lithofin and Sait Abrasives.

As is so often the case with fast growing and successful companies, there is a widespread concern for good customer relations and a first class service. Apex Grange offer a nationwide next day delivery service for all customer orders that are placed before 3:00pm and also ensure that there is a comprehensive stock availability for the wide range of core lines. Incidentally, the product catalogue which they have produced is splendid.

Apex Grange has used Sage 50 for over 15 years, but with the company's continued growth they sought a replacement system that could cope with the increased work-flow in all areas.

Senior Systems and Network Administrator, Dave Mansfield took a considerable time in his research and evaluation for a replacement system. Input was sought from both the Sales and Finance Departments, from the Depot Managers and lastly from the Company Directors to establish the requirements and wish lists, so that all company requirements were taken into consideration, and where possible, met. Dave finally settled on Sharp-aX, a modern and comprehensive management and accounting system from Sharp-aX Computer Systems in nearby Berkhamsted.



Dave Mansfield



Dave explains, “Sage 50 is a good solution for a small company with just a few network users, but we had come to a point where we had outgrown it. The new depot in Dartford also created additional needs of multi-location. We had to have a radical rethink about our operational procedures.”

Apex Grange took six months from order to go-live and needed all of that time, plus the training and the involvement of the Sharp-aX support team as Dave, who is extremely competent, wanted all of the staff to use the system as extensively as possible straightaway and achieve at least some of the dramatic benefits that the system offers from the

very start.

Dave added, “We had a big increase in our daily workload as we set up the new system. Our software problems proved to be minimal though and Sharp-aX came to our aid whenever required, so we were able to move forward with total confidence.”

John Bass, the company Finance Director went on to add that he was most impressed with the software and being only just two months into the live use of it, the company were already seeing the benefits. It has also vastly reduced the administrative work that the accounts department need to undertake on a day to day basis.

Gary Bass, the company Managing Director has had the Sharp-aX dashboard customised so that he can monitor performance and has instant access to all of the latest sales information.

Collectively, all of the staff have embraced the migration to Sharp-aX and are all very positive towards it. There is so much more they can do with the system. With Sharp-aX’s enthusiastic co-operation, it is envisaged that in time more and more of the feature rich software’s capabilities will be utilised.



John Bass

In closing, Dave Mansfield added, “For our type and size of organisation, Sharp-aX is an ideal solution and one that I can easily and highly recommend.”



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