

# Avis Fleet Services positions for growth with Sage X3



**Customer**  
Avis Fleet Services

**Industry**  
Services

**Location**  
South Africa

**System**  
Sage X3

Avis Fleet Services, a leader in vehicle leasing and fleet management solutions, has streamlined its day-to-day financial management processes and enhanced the quality of its financial reporting by implementing the Sage X3 financial modules. Sage ERP Africa and Lorge worked together on implementation, training and ongoing project support at Avis Fleet Services.

The company started the search for a new financial management platform around two years ago as part of its growth and expansion strategy. "I needed a solution that would provide me with better financial visibility in monthly reporting and that would enable us to move towards more automated processes in our day to day financial work," says Michelle Erasmus, CFO at Avis Fleet Services.

"After evaluating a number of alternatives, including the next-generation system from our incumbent provider, we chose Sage X3 because it was a cost-effective and feature-rich platform. What's more, the strong user and reseller community for Sage X3 meant that there would be strong local support and skills for the solution."

Adds Mike Re, CIO at Avis Fleet Services: "We needed a reliable financial system to position us for future growth. We evaluated numerous leading-edge solutions before agreeing that the ease of use, agility and functionality offered by Sage X3 made it perfect for our needs. It gave us the ideal platform at a price point and a manageable risk profile which was in line with our future strategy"

The ease of use, agility and functionality offered by Sage X3 made it perfect for Avis Fleet Services.

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Michelle Erasmus,  
CFO at Avis Fleet Services

Now that the solution is live, the financial team at Avis Fleet Services is starting to see the benefits from more integrated and standardised processes, improved functionality for day to day tasks such as reconciliations, creditors, debtors and ageing, and richer reporting, says Erasmus. “I have real-time financial reporting and intelligent dashboards that gives me useful information,” she adds. “The solution is also intuitive and user-friendly. It’s still early days, but I feel that we are already far ahead of where we were with our legacy platform.”

“Today’s businesses need financial solutions that are simple to use, yet flexible enough to meet complex and changing business requirements,” says Keith Fenner, vice president of sales for Sage ERP Africa and head of Sage Middle East. “With Sage X3, we help clients take control of their business. It provides an at-a-glance dashboard over the whole company, offering insight and intelligence when and where it is needed via a responsive user interface.”

Says Jonty Katz, Divisional Manager for Sage X3 at Lorge, says: “We implemented an integrated Sage X3 solution using our proven methodology. This solution provides a flexible and scalable platform for Avis Fleet Services to standardise processes and business rules, creating the best practice foundation for its future growth and expansion.”