Nectari
Business Intelligence **BI** Solution

Nectari Business Intelligence: A Smart Choice for Ganong Bros.

Client
Ganong Bros. Limited

Industry
Food Manufacturing

Location
St. Stephen,
New Brunswick

Number of Locations
Three

System
Sage ERP X3
Nectari Business
Intelligence
Nectari Excel® Add-In

For the past 140 years, Ganong Bros. Limited (Ganong) has been producing some of the finest chocolate and confectioneries in Canada. Operating from three locations across the country, Ganong chocolates are shipped to mass merchandisers, drug stores, and grocery chains including: National Grocers, Sobeys, Shoppers Drug Mart, Wal-Mart, Safeway, Metro, and London Drugs.

While Ganong's history is steeped in family tradition, its current operations are decidedly twenty-first century. Ganong continually invests in the tools and technology that enable it to run in a lean and efficient manner. Nectari Business Intelligence from Tangerine Software is the data analysis and reporting solution Ganong relies on to provide the strategic data that is used to make the best business decisions.

Financial Tools Fell Short

Ganong has run its operations successfully for more than a decade using Sage ERP X3 as its financial, manufacturing, and distribution solution. What was sorely missing, however, was an efficient way to produce the company's complex financial statements, which include more than nine million entries.

"We were using F9, and due to the size of our chart of accounts, the update of our spreadsheets took 90 minutes," says Marc Lefebvre, Ganong's vice president and chief information officer (now retired). "It didn't fit with the efficiency we strive to maintain across the organization. This led us to look for a new solution."

Efficiencies Gained Throughout the Organization

Lefebvre was acquainted with Tangerine Software, having met the consulting team at Sage ERP X3 user conferences and other events over the years. "They are at the forefront of Sage ERP X3 consulting in Canada," he says. "At one of those conferences, they introduced me to Nectari Business Intelligence and its Excel® Add-In.

"The solution has led to enormous improvements, not just in the production of financial statements, but in areas of manufacturing, purchasing, inventory, and sales as well."

Using Nectari, Ganong's staff has created inventory and capacity queries that deliver real-time planning information. Additional production and manufacturing variance reports provide management with critical data used to hone the company's operations, reducing waste and boosting efficiency.

A Single Enterprise BI Solution
"We had been using at least four separate reporting tools—F9, Crystal Reports, and the Statistics and Requester Reporting engines within Sage ERP X3," explains Lefebvre. "Nectari replaced them all. With a single reporting solution we have a single set of development tools, which immediately minimizes the learning curve. And, since it is so easy and intuitive to use, our staff can get the information they need on their own, without requiring IT resources."

Nectari's reach goes beyond the Sage ERP X3 database. "We can easily include other databases and spreadsheet files in our queries," says Lefebvre. "For example, we have a separate forecasting database and Nectari easily links to it and allows us to incorporate that data in our queries."

Predefined Queries Speed Adoption
Nectari includes a number of predefined data views that Ganong staff made immediate use of. "These prebuilt templates enabled us to hit the ground running," states Lefebvre. "We used many of them as is, and modified others to fit our specific requirements."

Dynamic and Flexible Tool
Lefebvre emphasizes that the dynamic, flexible nature of Nectari saves both time and frustration: "With most reporting tools, if you build a query to show sales by division and product, and then decide you want to see sales by division, territory, and product, you have to build a new query. Not with Nectari. As a result, we have fewer queries, because each can serve multiple purposes."

In fact, the company replaced more than 100 separate queries with just 15 Nectari processes. "Users can add or remove columns and subtotals, hide or highlight data, and add the filters they want. They can then save that view for quick recall."

Fast, Tangible ROI
The Nectari Business Intelligence engine is not only powerful, it is fast. "It is easily twice as fast as our former reporting tools," says Lefebvre. "That speed means our staff spends less time looking for data and more time acting on that data."

He concludes, "I wish we had Nectari ten years ago. It would have paid for itself before we even went live with Sage ERP X3. The real-time data Nectari delivers gives us the opportunity to manage our organization more proactively and less reactively. It has proven to be a highly valuable tool for Ganong."

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