SEI for Sage ERP X3 | CLIENT SUCCESS STORY

Avon Rubber p.l.c.

Avon Rubber finds maximum flexibility in Sage Enterprise Intelligence

Client
Avon Rubber p.l.c.

Industry
Industrial Manufacturing

Location
Wiltshire,
United Kingdom

Number of Locations
Twelve

Systems
Sage ERP X3
Sage Enterprise Intelligence

West of London lies the headquarters of Avon Rubber p.l.c., a 125-year-old enterprise with more than 20 business units and personnel across the globe. One of its most visible divisions is Avon Protection, which manufactures respiration equipment used by military, law enforcement, firefighting, and industrial organizations.

With diverse international operations, dozens of physical locations, and a large distributed workforce, Avon Rubber needs its enterprise resource planning (ERP) solution to work hard—and smart. Sage ERP X3 with Sage Enterprise Intelligence*, backed by Tangerine Software, does that and much more.

SEI replaces eight separate reporting engines

"Before we implemented Sage ERP X3, we had eight separate accounting and operation applications—each with its own reporting engine," recalls Mike DePasquale, group enterprise system manager at Avon Rubber. "There was no consistency, poor visibility, and our IT resources were stretched just helping our users obtain the basic information they needed."

The sheer volume of data to be analyzed also caused trouble for Avon Rubber. "We used to use Excel® to crunch large volumes of data. There were massive spreadsheets," says DePasquale. "We would reach the row limit in the software. It was slow, inefficient, and didn't promote collaboration or sharing."

DePasquale says he was thrilled to learn that Sage Enterprise Intelligence (SEI), an application he had used at a previous company, was fully integrated with Sage ERP X3. "One powerful reporting engine with the Excel Add-in component in SEI has replaced eight separate programs," he notes.

ROI came quickly

Almost immediately, Avon Rubber began realizing the benefits of its SEI enterprise reporting and business intelligence solution.

*Sage Enterprise Intelligence was called Nectari Business Intelligence when Avon Rubber initially implemented this solution.

One way to measure the company's return on investment in Sage Enterprise Intelligence is the decreased IT resources required to support employees' reporting requirements.

"Users now get the information they need on their own," explains DePasquale. "They can use the templates that come with SEI and modify them as needed. That means they no longer require analysts or IT technicians to uncover the data. We now have an IT staff of just three to support the Sage ERP X3 solution enterprisewide. Sage Enterprise Intelligence paid for itself very quickly."

Enterprise analysis and reporting

Across all of its locations, Avon Rubber has more than 250 users on Sage ERP X3. "Primarily we're using the Sage ERP X3 web client, but we have many mobile users too," says DePasquale.

Given the high volume of Sage ERP X3 transactions, it was critical for Avon Rubber to be able to access and analyze its enterprise data in a meaningful and efficient manner. SEI's powerful Business Intelligence search and filtering features make it easy to access data in real time or from data cubes. "SEI provides us with analysis and reporting capabilities we never had before, including the ability to create dashboards for our executives on the fly," says DePasquale.

Extensible features

Avon Rubber uses the SEI Excel Add-in to produce many of its financial reports, allowing the company to leverage an application most finance personnel are adept at.

SEI's scheduling application allows employees and their managers to schedule a menu of reports to be delivered automatically at a specified frequency, placing information where it needs to be, when it needs to be there.

Visibility and control

Sage ERP X3 is hard at work in every business unit and every department of Avon Rubber. The financial director uses it to view inventory holdings across all locations and receivables from both a group and a corporate level. SEI helps provide greater visibility into this enterprisewide data.

Easy to learn and to use

Avon Rubber's employees were able to quickly learn to use Sage Enterprise Intelligence, gathering the data they need as they perform their jobs. Working with Tangerine Software, the company made SEI video tutorials available on its intranet, allowing employees to learn on their own schedule.

"Our users are excited about it. Information that was difficult or even impossible to bring together before is now available almost instantly," explains DePasquale. "This kind of Business Intelligence solution leaves nowhere for the data to hide. Sage ERP X3 with Sage Enterprise Intelligence brings it to light."

Realizing the vision

"If you understand the power of data in your business decision making, you'll instantly see the value in SEI," concludes DePasquale. "Sage Enterprise Intelligence allows companies with vision to realize that vision. It allows us to run a smarter, more strategic business."

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