

CASE STUDY

Beck Suppliers, Inc. gains business insights with BizNet products

CHALLENGES



- Significant ad-hoc reporting needs
- Cumbersome and time-consuming reporting process
- Building dynamic short-term retail and long-term wholesale trend reports
- Relying on custom programming and scripting for report building

SOLUTION

Before BizNet, ad-hoc reports required hours of custom programming. “Without custom programming, there was really nothing you could do to the previous system and its reports; it just printed out what the provider had programmed,” Taylor says. Not only does the Ascend platform deliver more flexibility in surfacing essential business information, BizInsight’s Excel-based reports also make it easier to present. “The more well-versed I get in Excel, the easier it will be to expand my reports and present data in different ways,” Taylor says. That could translate into more opportunities for Beck Suppliers, which has been family-owned and operated in Northwestern Ohio for more than 60 years.

BizInsight’s™ real-time integration with business data from Ascend now provides executives and line-of-business managers with valuable analytics – for example, a month-by-month view of 20 stores’ performance on a single page. “That’s just one instance of the sophisticated insights we’re now gaining in all of our businesses,” says Taylor, “and BizInsight™ is a big part of that.”

“Now, when Operations asks for a different look at data, I can get a report to them that afternoon, not next month.”

- **Bill Taylor**, Chief Financial Officer Beck Suppliers

RESULTS



- Cut ad-hoc report production from one month to same-day
- Expanded value of financial data for trend and comparative analytics
- Satisfies distinct reporting needs of highly diversified business
- Utilizing Excel foundation greatly increased number of and types of reports