

Sage Enterprise Intelligence: a smart choice for Ganong Bros.

Business intelligence tool speeds and simplifies complex reporting



Customer

Ganong Bros. Limited

Industry

Food manufacturing

Headquarters

St. Stephen, New Brunswick

Number of locations

3

System

Sage ERP X3

Sage Enterprise Intelligence with
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. Ganong was an early adopter of Sage Enterprise Intelligence,* a data analysis and reporting solution that delivers the strategic data the company uses 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 missing, however, was a more 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

Using Sage Enterprise Intelligence, 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.

*Sage Enterprise Intelligence was known as Nectari Business Intelligence when Ganong first implemented the solution.

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Marc Lefebvre
Vice President and CIO (retired)
Ganong Bros. Limited

Challenge

With complex financial statements involving more than 9 million entries, Ganong needed a faster and more powerful financial and business reporting tool.

Solution

Sage Enterprise Intelligence provides the speed and agility Ganong requires, and it is tightly integrated with Sage ERP X3, the company's business management software.

Results

Real-time financial, sales, inventory, purchasing, manufacturing information is now easily obtained and is strategically used to boost efficiency and minimize waste. Four reporting programs were replaced with a single, easy-to-learn tool, minimizing the learning curve and reducing the need for IT resources. Just 15 Sage Enterprise Intelligence queries replaced 100+ separate queries, streamlining the reporting process.

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“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,” says Lefebvre.

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. “Sage Enterprise Intelligence 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.”

The reach of Sage Enterprise Intelligence 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 Sage Enterprise Intelligence easily links to it and allows us to incorporate that data in our queries.”

Predefined queries speed adoption

Sage Enterprise Intelligence 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 Sage Enterprise Intelligence 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 Sage Enterprise Intelligence. 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 Sage Enterprise Intelligence processes. “Users can add or remove columns and subtotals, hide or highlight data, and add the filters they want,” explains Lefebvre. “They can then save that view for quick recall.”

Fast, tangible ROI

Sage Enterprise Intelligence 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 Sage Enterprise Intelligence ten years ago. It would have paid for itself before we even went live with Sage ERP X3. The real-time data the solution 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.”

About The Sage Group plc

Sage Group plc is a leading global provider of business management software to small and medium sized companies, creating greater freedom for them to succeed. Sage understands how and why each business is unique. We provide products and services that suit varying needs, are a pleasure to use, and are secure and efficient. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and entered the FTSE 100 in 1999. Sage has over 6 million customers and more than 13,380 employees in 24 countries covering the UK & Ireland, mainland Europe, North America, South Africa, Australia, Asia, and Brazil. For further information please visit: www.sage.com

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