



Central Beauty Supply - Wholesale Distributor Streamlines Financial Operations and Gains Real-Time Visibility with Sage 300 ERP

“Life is a lot easier with an ERP backend supporting our business. Running inventory reports at the end of the month is so much easier; what used to take us an hour to process can now be done in less than five minutes.”

Terry Mizzen, Central Beauty Supply

Who They Are

Central Beauty Supply (CBS) is a leading wholesale distributor of beauty products currently operating their distribution operations and seven retail stores in the Southern Ontario region. Founded 50 plus years ago, Central Beauty Supply has enjoyed robust growth, increasing its market share among distributors such as licensed professional hairdresser, esthetician, nail technician, and spa owners.

The Challenge

For years, CBS had relied heavily on a manual accounting process, involving papers and spreadsheets. Because their data was not in a centralized location, it made it impossible for CBS to get access to real-time information to make important business decisions. Lacking key information about its growing customer base, the company knew that without a single integrated solution, it would not be able to support its growth, or the needs of its customers.

The Result

Sage 300 ERP allowed CBS to expand their operations and provide them with the needed back-office support to be successful during their expansion and into the future. The robust reporting capabilities in Sage 300 made sharing important data more efficient. Running reports that once took up to one hour to produce can now be produced in 5 minutes.

The Move to a Modern ERP Solution

For years, CBS had relied heavily on a manual accounting process that involved multiple databases, papers, and spreadsheets. The inability to access accurate and timely information meant the company's bookkeeper was unable to keep up with the demands of a growing business, and producing monthly financial statements was becoming increasingly challenging. Lacking key information about its growing customer base, CBS recognized that its paper-based operations were becoming outdated and no longer offered the flexibility needed to meet the company's requirements for the growth and expansion of the business.

After evaluating several ERP solutions, CBS partnered with Atlantic DataSystems to implement Sage 300 ERP. Terry Mizzen,

Controller with CBS explains, "We were expanding our operations and needed the back-office support to be successful during the expansion and into the future." Mizzen continues, "The reporting capabilities within Sage 300 have made operations a lot easier at month's end. Before Sage 300, when I wanted to run an inventory or financial report it used to take one hour to produce. Today, using Sage I can now run that same report in five minutes." Alongside Sage 300, CBS implemented the Electronic Fund Transfer (EFT) add-on solution to allow for payments to be made directly to select vendors. This add-on significantly reduces the administrative time and cost associated with processing payments and provides greater cash flow control.

Partnering with Atlantic DataSystems For Success

Since implementing Sage 300, the solution has become the backbone of Central Beauty Supply's operations, streamlining the flow of information, improving inventory management, and enhancing customer service levels. The partnership that CBS has developed with ADS has proven to be invaluable for their growing operations. Mizzen says, "The in-depth knowledge that ADS has for the product and the support they've provided us has been nothing but successful. The on-site training we received from ADS has made us very self-sufficient, but we know we can still call on our local, go-to Sage Consultant when we need help solving tougher challenges."

A Solution to Grow With

With a strong foundation in place, Central Beauty Supply expects Sage software to serve it for years to come. In fact, they're already looking into the benefits of integrating Sage CRM to provide an even better, end-to-end visibility of their customer data. Terry Mizzen explains, "Sage 300 has already made us a better company. Ultimately, it works so well for us because it allows us to focus on our customers and not on worrying about our software. I've experienced other financial systems and Sage has proven to be a best-in-class back-end solution for Central Beauty Supply Limited which operates in the Wholesale Industry."

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About Atlantic DataSystems

As a leading ERP and IT solutions provider throughout Canada for small to mid-sized enterprises, ADS delivers strategic and technical consultancy, IT outsourcing services, and a comprehensive range of ERP and CRM solutions to help growing companies better run their business.

Through our deep industry knowledge, proven and consistent service delivery and strong technology capabilities, ADS builds long lasting partnerships with our customers to enable a measurable return on technology investment. With offices throughout Atlantic Canada and Ontario, the ADS team of experts is committed to helping businesses leverage technology to achieve their goals.

For additional information, please visit:
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