sage

A giant leap into the future with **Sage** 300 ERP Intelligence Reporting

Customer
RMS Shopfitting

Industry
Manufacture, construction

Location
Cape Town office and factory; projects on site throughout sub-Saharan Africa

Number of locations
1

System
Sage 300 ERP Intelligence Reporting

RMS Shopfitting is a Cape Town based manufacturer of shopfitting solutions for high end retail outlets and hotel groups throughout Africa. The projects they work on are often complex and vast, and they have a well-earned reputation for sophisticated, creative and practical solutions.

Challenge disguised as opportunity
Andre Tancred joined RMS Shopfitting as Financial Director just a month after the company had moved from an outdated accounting package called Impact to Sage 300 ERP. The products couldn't be more different: Impact was an old-fashioned DOS-based accounting system with no means of providing customised reports.

Sage 300 ERP, with its real-time business intelligence tool, Intelligence Reporting provides in-depth reporting which allows for detailed business analysis and, therefore, strategic decision making.

Using Impact, RMS was transacting manually, with orders being raised by hand. Every time a job costing report was required it had to be extracted and manually loaded. In addition, costings for each job were done separately, adding to an already time-consuming process. Needless to say, the finance department needed live updates on project costings, amongst other modern tools.

"Sage 300 ERP Intelligence Reporting lays a solid foundation for our company's future. It's a powerful system that is well supported and has a great reputation world-wide."

Andre Tancred
RMS Shopfitting
Financial Director.

Challenge
Daily transactions from a variety of sites around a large region were too cumbersome and slow to access for the fast-paced environment; and data analysis was meaningless without real-time intelligent reports; project management was ineffective. The system was outdated.

Solution
Sage 300 ERP Intelligence Reporting.

Results
Transactions are live and always up to date, from order to invoicing. With quick access to meaningful, real-time reporting, a solid foundation for growth has been laid.

Welcome to the 21st century

Although going from DOS to a highly functional, live system had its frustrations and Andre's team report that the transition from basic menus to the way the new system works took some getting used to, the time saving and efficiency improvements have made a substantial difference to the company.

Whenever anyone needs to make a business decision, they can now easily access precisely the information they want and produce a report full of meaningful data from Intelligence Reporting. The analysis of live, real-time data leads to business decisions that give RMS the kind of competitive edge only true business intelligence can deliver.

As Andre describes, "A live system requires live info and it has to be accurate. Everything is now generated on the fly and all transactions are immediately updated and pulled through from the order to invoicing. The system requires attention and input on a daily basis. It's a discipline that benefits us because it brings financial control. It teaches you that you can't leave things, you have to pay attention. It's taken some training but the advantages, especially in terms of reporting and easy access to information, are obvious."

Meanwhile, on site…

With Sage 300 ERP Intelligence Reporting, the finance department is now able to provide valuable feedback to project managers working on site. With reports that provide a live, up to date picture of what is happening on every site, their ability to manage each job more tightly allows for quicker decision-making and gives rise to important cost savings. In the future, RMS plans to utilise Intelligence Reporting even further, comparing jobs and passing learnings on to other project managers and teams.

Their new system will enable RMS Shopfitting to maximise their resources and enhance their business accordingly.

A helping hand from Auto Excel

Auto Excel, a Certified Sage Intelligence Consultant, worked closely with RMS Shopfitting to include the report fields and layout which would enable quick, on-site management decisions. Further value was added by enabling project managers to simply double click on the Microsoft Excel spreadsheet that was populated using Sage 300 ERP Intelligence Reporting to see more in-depth detail, and all within the familiar Microsoft Excel. Even users who don't use Sage 300 ERP Intelligence Reporting can see transactional detail of individual jobs.

About The Sage Group plc

We provide small and medium sized organisations with a range of easy-to-use, secure and efficient business management software and services - from accounting and payroll, to enterprise resource planning, customer relationship management and payments. Our customers receive continuous advice and support through our global network of local experts to help them solve their business problems, giving them the confidence to achieve their business ambitions. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and entered the FTSE 100 in 1999. Sage has millions of customers and more than 12,700 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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