

Sage Evolution ERP

sage



by Sage Pastel

A close-up photograph of a man with short brown hair and a light beard, wearing a black suit jacket over a light blue button-down shirt. He is smiling broadly and shaking hands with another person whose hand is visible in the foreground. The background is a bright, out-of-focus office or business setting.

Success Stories

Dew Crisp harvests a strong ROI from Sage Evolution

As Dew Crisp grew from a local farming operation to the supplier of pre-prepared fresh produce to big brands like KFC, McDonalds and Pick 'n Pay, it realised it would need to put in place a robust accounting and stock management solution. The company rolled out Sage Evolution, with the goals of achieving a better understanding of key business processes, enhancing processing and reporting, and streamlining inventory management.

Dew Crisp grows, processes and distributes all of its own products. Stock control has to be perfect to ensure excellent customer service as well as profitability. "We needed a system that could integrate our accounting and manufacturing processes," says Kai Esterhuizen, Financial Manager at Dew Crisp.

"While there are many software programs out there that could provide the integration, Sage Evolution was the only one that provided the flexibility to meet our requirements around stock costing. And it came at the best price."

While Dew Crisp's customers pay a standard rate for produce, variable stock availability and pricing can impact on the business's bottom line. Most ERP systems only allow for standard base costing but Sage Evolution's costing module enables the number crunchers to manage the variance between standard and actual costs.

"Sage Evolution has worked miracles for our month end," says Esterhuizen. "We're more streamlined and what used to take up to seven days can now be done in less than two." Sage Evolution has revolutionised more than just the management accounting at Dew Crisp. Entire management processes have been changed to fit the process flow of the program.

"I know that Sage Evolution can be customised to closely match our processes, but we think that the program does it better, so we have changed the way we do things here. The package is more disciplined, and now, we are too," says Esterhuizen.

A Sage Pastel team completed the implementation in just two months. With 30 people across admin, process and distribution all working on the system, Dew Crisp management is now able to track, monitor and report on its entire business chain in real-time. "And the best thing about Sage Evolution," says Esterhuizen, "is that because it is Sage Pastel based, we can roll it out at group company level which currently operates on Sage Pastel."



Wahl Industries gains control over stock management with Sage Evolution

Wahl Industries has introduced Sage Evolution to its business in order to re-engineer its stock management system and processes. The solution - implemented by Sage Pastel partner Unisource - has enabled the company to streamline ordering, reduce product holding and stock wastage, improve order turnarounds, and gain access to more accurate costing information.

Wahl is the country's largest gravity die-casting company with three diverse divisions: Regent Lighting, Wahl Aluminium and Wahl Irrigation. For years, Wahl has struggled to gain the control it desired over its stock management processes because of the complexity of its business.

Wahl Industries manufactures hundreds of standard products. In addition there are variations of each line and once-off specialised light fittings.

The company's stock management process is further complicated by the almost 8000 different codes needed for raw materials. To streamline its business processes and ensure profitability of each item, Wahl needed a centralised system to manage stock and bill of materials while at the same time providing clear insight into the status and cost of sub-assembled and finished goods.

Says Yolanda Greyling, sales and Customer Services Manager for Wahl Industries: "We'd been running our accounts on Sage Pastel Partner so it was an obvious choice to ask Sage Pastel to demonstrate its more comprehensive Sage Evolution system to us. Sage Pastel's ERP program could offer us everything we required within our budget."

Prior to implementation, Unisource identified Wahl's business processes and re-mapped them to Evolution, with the client's participation and buy-in. The solution went live for 25 users in June 2009. At completion, Wahl was not only able to control its stock holding but also had full control of procurement, stock, manufacturing and sales processes.

"We even gave them the ability to accurately provide estimation figures on the cost of products for R&D purposes, prior to them being manufactured," says Eddie Wentzel, a director at Unisource. At the click of a button, management at Wahl Industries now has accurate, real-time reports which provide substantial support in the decision-making process.



Africa's largest online marketplace runs smoothly on Sage Evolution

The bidorbuy group relies on Sage Evolution to keep up with the hundreds of thousands of transactions that take place on its websites across Africa every day. The company implemented Sage Evolution to gain a holistic view of its business, handle a heavy transaction load, and allow for easy management of multiple accounts, users and currencies.

With over 1 million shoppers a month, bidorbuy.co.za is South Africa's busiest online marketplace and provides a secure platform for buyers and sellers to trade in new and used goods. On the bidorbuy website alone, there are about 650 000 items for sale at any time. This means a constant stream of electronic fund transfers to manage.

The bidorbuy group, the holding company of several web services, not only needs to keep track of all its online transactions but has to be able to track the financial situation of the entire group. This requires an accounting system that packs a punch.

The group had been using Sage Pastel for years, says Marina Goodson, Financial Manager of bidorbuy. "We were very happy with our Sage Pastel products but with the rapid growth of website traffic and recent expansion into Africa, we needed something more scalable than the package we were using," she adds. Sage Evolution was the perfect fit because of its scalability and cost effectiveness.

After implementing Sage Evolution, the bidorbuy group can now access the financial statements of any one of its seven companies, locally and on the continent, at the click of a button. What's more, Sage Evolution facilitates the easy interaction between buyers and sellers on group websites.

When a buyer wants to purchase an item online, the seller needs to receive the funds instantaneously. In order to transfer funds as quickly as possible bidorbuy has set up multiple bank accounts and has thousands of transactions taking place across these various accounts daily, all tracked and captured by Sage Evolution.

"Sage Evolution effectively manages the transmission of all our users' funds. As the buyer transfers money into one of our accounts, the program instantly alerts us and we can then release those funds into the seller's account. Sage Evolution will automatically record each purchase in our books," says Goodson.

Sage Evolution's multi-currency service, which automatically converts different currencies to a common one, has eased the group's expansion into Africa. "With our rapid growth and large volume of transactions conducted via a high traffic website, Sage Evolution has been a life-saver," says Goodson.



Leader Tread burns rubber with Sage Evolution

When Leader Tread needed a new automated business management and accounting solution, it decided on Sage Evolution based on the product's ease of use, flexibility and affordability. Since it went live with Sage Evolution, the company has benefitted from more accurate financial reporting, better controls, and streamlined business processes.

Based in Johannesburg and with a footprint extending as far as Europe, Israel, the rest of Africa, and Madagascar, Leader Tread is a manufacturer and supplier of precured rubber products for retreading.

The company also provides retreading factory training and maintenance including warehouse management programs and factory audits. Leader Tread's Financial Director, Andrew Summers, says: "When searching for a new system, user-friendliness was our utmost priority. Sage Pastel's products are by far the most efficient and easy to use that I have come across."

Sage Evolution provides Leader Tread with an integrated view of a business and is perfect for automated branch accounting, with the ability to include several add-on modules as the business grows and diversifies.

Leader Tread installed Sage Evolution in June 2010, with implementation taking approximately one month. "We received great support from Sage Pastel's implementation partner, E-SSist, who continues to give us technical assistance and support," says Summers. By incorporating Sage Evolution's add-on modules - including integrated warehouse, tracking and barcoding - Leader Tread has been able to seamlessly customise the system to its evolving needs.

After battling with a difficult-to-use accounting system, Leader Tread now enjoys Sage Pastel's Business Intelligence Centre (BIC), which automates reporting and provides valuable business insights to improve performance and competitiveness. "Before, the system would often be incorrect.

Now we are more informed and receive accurate information on time," says Summers. Leader Tread also uses Sage Pastel's BIC for monthly management.

Leader Tread currently has over 20 users on the Sage Evolution system including managers, invoice managers, and account executives. Users can log onto the system through remote access via their laptops from any location and all their work updates in real time onto the central database. "Sage Evolution has cut time spent on administration and has freed up staff tremendously," Summers says. There has also been an overall increase in productivity from the staff. "Time is now spent on managing the business, not managing the system," he adds.





uMgungundlovu scores clean audits after rolling out Sage Evolution

The uMgungundlovu District Municipality implemented the Sage Evolution ERP system to improve its ability to manage finances efficiently and transparently; speed up delivery of municipal bills; and tighten control on expenditure. Since the system went live, the Municipality has received three consecutive unqualified clean audit opinions.

uMgungundlovu District Municipality is the biggest district in KwaZulu Natal and includes Pietermaritzburg, the province's capital. Because it had no water billing system of its own, the district relied on the local municipalities to do the billing and as a result, was losing a substantial amount of money each year.

"We needed to incorporate water into our billing system and realised the value that a fully integrated business planning and management system could bring us," says Busani Ndlovu, Chief Financial Officer for uMgungundlovu, who embarked on a comprehensive assessment of four ERP applications.

The successful bidder would be required to deliver a system that could seamlessly bill 33 000 water consumers, speed up delivery, minimise fruitless expenditure and improve procurement and human resource management systems. Of course, a clean audit was also essential.

The Sage Evolution solution could offer the municipality all of the modules it needed. The fixed assets register was already running through Sage Pastel Partner and the payroll module, which comes standard, offers a human resource management function. Because Sage Pastel is a South African company, its in-house development team was able to develop customer-specific enhancements quickly.

"The Sage Evolution team did a proof of concept for us which proved the system's capacity and would also mean a faster implementation. But what really stood out is that Sage Evolution can be easily shared amongst local municipalities at very little cost," says Ndlovu, "Because Sage Evolution's municipal billing module is geared towards the Municipal Finance Management Act (MFMA) and GRAP and we have over 60 municipal clients, we were confident that our system was the best fit for uMgungundlovu municipality," says Ashley Pillay, Divisional Director for Sage Evolution.

Adds Ndlovu: "Sage Pastel has delivered beyond our expectations and continues to do so. Sage Evolution has empowered the municipality to manage its finances in a straightforward and transparent manner and we are thrilled to be able to account for all public funds at the click of a button."

Sage Evolution works its magic for Wizard Clothing

Wizard Collective, a leading wholesaler of promotional apparel and gifts, relies on the Sage Evolution enterprise resource planning (ERP) system to keep its diverse and fast-growing distribution and manufacturing business running smoothly.

The company has been a Sage Evolution customer since 2006, when it realised that it would need a robust ERP system to cater for its expanding business.

With its powerful Multiwarehousing add-on module, Sage Evolution has grown into one of the foundations of Wizard's business since then. With more than 900 products in multiple colours and sizes to manage across 18 financial warehouses and 9 branches that hold all physical stock, Wizard needs a robust platform to keep on top of its inventory, says Michael Botha, Financial Manager at Wizard Collective. Of the solutions that Wizard evaluated, Sage Evolution emerged as the one best suited to meet this requirement, he adds.

The Sage Evolution Multiwarehousing solution gives Wizard visibility into stock levels right across the business. Warehousing data is updated in real-time as the company makes sales. The warehousing module is also integrated with the company's website e-commerce website, where the company's 6,000 or so dealers can see available stock and place orders for products.

In addition, Wizard uses the Sage Pastel Business Intelligence Centre (BIC) software as a financial reporting tool. BIC links to Microsoft Excel, giving management sales, financial and inventory reports from the Sage Pastel database in an accessible format. This is helping the company to make better business decisions, based on accurate and timely information, says Botha.

"We have built our whole business around Sage Pastel Evolution," says Botha, adding that the product's various add-on modules have given it a complete solution to its business needs. In future, Wizard plans to further automate warehouse processes with the CQuential WMS for Sage Evolution, a step that will further improve control and efficiencies.

"Sage Pastel Evolution's open software development kit and the availability of a wide range of add-on modules make it a great fit for mid-sized businesses with complex needs," says Renier Nell of Nellfin Solutions, the Sage Pastel business partner that implemented the solution for Wizard. "It is a flexible, modern solution that delivers a rapid return on investment."

"Sage Evolution ERP helps businesses like Wizard to bring all aspects of their operating environment together, giving them the ability to control their financial situation," says Mohammed Mosam, Sage Pastel's Product Manager for Sage Evolution. "One major benefit for organisations like Wizard is that all components and modules in the Evolution range are fully integrated. They share a common interface, providing a consistent user experience, while a single, central database ensures data integrity."

Sage Evolution is a good vintage for Meridian Holdings

Meridian Holdings signed up in 2003 to be one of the first users of the then-new Sage Evolution ERP package. More than a decade later, the software is still the engine of the company's fast-growing business.

Meridian and its subsidiaries Cool Wines and Meridian Wine Merchants market, sell and distribute wines from over 40 estates, making the group one of the top five wine distributors in South Africa.

Employing over 180 people and distributing to over 4,000 customers in seven regions, the group relies heavily on its business management solution.

"Because the company grows and changes so rapidly, we needed a solution that could grow with our business," says Melanie Glyn-Jones, National Financial Manager at Meridian Holdings. "What appealed to us about Sage Evolution is that it is flexible and customisable. We consume and analyse large amounts of information in this business and needed a solution that would allow us to write tailor-made reports, often changing reporting fields."

Pinoak Solutions, Sage Evolution Business Partner and Authorised 3rd Party Developer, led the implementation. Over the years various competitors have approached Meridian with alternative solutions, but nothing has matched the ease of use, service, value and flexibility that Sage Evolution offers. The company has gone through mergers and restructurings over the years. Through it all, Sage Evolution has been the one constant, often helping to ease merger pain, easily integrating all relevant information into one system.

Says Glyn-Jones: "The fact that we can get any type of information in detail or summary, in any format with formulas, layout and customisations is almost unbelievable. "We use the Business Intelligence Centre (BIC) reporting tool extensively to help achieve this. Through Evolution, we have effectively eliminated one-sided entries, and have experienced very little downtime. Human error has also been minimised through automating orders and deliveries, while stock and inventory processes have been streamlined."

Meridian has taken advantage of many add-on modules. The Discount Matrix module is invaluable as it allows the company to offer different discount levels to different customers on different products.

Sage Evolution's Warehousing module is another essential in a distribution business. "We have three warehouses and stock control is vital, as 90% of our stock is on consignment. We know exactly what stock is where at any given time. It also allows us to reserve stock in the system, particularly if a specific wine is on a wine list and needs to be allocated to that customer," says Glyn-Jones.

Another vital module is Linked Accounts which allows for a group account, for example Pick 'n Pay or Makro, to have separate accounts for each store.

At month-end, the system links each invoice into one head office statement. Meridian continues to grow with the solution, and has recently started using the Multi Currency module which assists it with exports into six African countries. The Units of Measure functionality of the inventory module allows the company to have a bottle price that is different to a case price on one inventory item.

Meridian also has implemented the Procurement, CRM Premium, Debtors Manager and Alert Manager modules and as well as Inventory Segmentation functionality of the Inventory module.





PG Africa gets a transparent view of its business with Sage Evolution

PG Africa has enjoyed better financial control of its subsidiaries around the continent and streamlined reporting at head office and subsidiary level since it implemented Sage Evolution as its ERP solution.

The company - a subsidiary of PG Group - is a leading distributor of automotive and building glass products across Southern Africa, with operations in Namibia, Botswana, Zambia, Lesotho, Swaziland, DRC, Malawi and Angola. It replaced a custom-developed legacy solution with Sage Evolution.

“A fundamental requirement for PG Africa was the ability for each of the 23 branches to trade in an offline environment on a local server due to unreliable connectivity and bandwidth constraints in Africa,” says Priscilla Pears, Group IT Manager at PG Group.

After considering its options, the PG team decided on Sage Evolution because of its competitive pricing, ease of use and prominent brand. “We wanted a system that was well supported in South Africa, and Sage Evolution was an obvious choice because of its significant user base,” says Pears.

“But the deal clincher was Sage Evolution’s Branch Accounting module. It allowed for all country branches to trade independently, while data was consolidated at head office.”

Brian Nichol, Divisional FD at PG Africa and Glass South Africa, says: “Sage Evolution has proved to be nimble and efficient at a cheaper cost. All our support queries are centralised in South Africa and we are very happy with the level of service provided.

“At a branch level, the reporting is brilliant. Each country operates under a separate legal entity and as a result, reporting is required at both a branch and country level. Sage Evolution provides a platform from which the head office accounting team can leverage data at a branch and country level to drive improvements and efficiencies across each region. Data integrity remains consistently reliable and supports these objectives.”

Business Analytics for Sage Evolution has further enhanced the reporting functionality. Data from each country and branch is automatically uploaded into a purpose-built data warehouse which ensures easy access to current and historical data through 7 pre-built cubes with a Microsoft Excel front end.

The finance team are now able to effortlessly review financial statements across each country and benchmark performance across multiple regions, periods and KPI’s. They can also drill down to the lowest transactional level for any branch, customer, product or warehouse in each country.

Integr8 IT gains access to smart BI with Sage Evolution

Integr8 IT was Africa's largest privately owned ICT company until it was acquired by Business Connexion in 2013. As part of South Africa's largest publically traded information technology business, Integr8 requires a powerful business management solution.

In particular, the company was hungry for better business intelligence (BI) to help it access the information it needed to make better decisions and grow its business. It wanted a solution was cost-effective, quick to implement, and most importantly, relevant to the size of the business.

Bradley Riback, Integr8's Financial Director says: "We needed a system that was automated and could assist in increasing of our productivity levels."

Integr8's other requirements included software with an annuity billing module, assistance in pricing structures, accurate credit risk management, cash flow forecasting and effective customer relationship management.

"We were originally using Pastel Partner and heard that Pastel had a business intelligence centre (BIC) specifically designed for medium to large businesses. It uses Excel as a front end and this immediately appealed to us as Excel is pervasive, simple to use and something everyone is familiar with," says Riback.

Integr8 upgraded to Sage's enterprise resource planning (ERP) solution, Sage Evolution, which includes the BIC module and CRM capabilities. The entire implementation process took less than a month.

At the click of a button Integr8 now has access to detailed, flexible intelligent reports for each area of the business. These draw on the company's data and deliver it in the form of Excel spreadsheets that can be drilled down for more information. "Automation has greatly reduced the amount of errors that we incurred in a manual process," says Riback. "It has also freed up resources so that we can be more customer focused because the painstaking task of preparing reports manually and performing repetitive data extracts is eliminated."

Automation ensures controls and processes that are bulletproof. "Workflow is clearly defined and our managers have peace of mind knowing that everything is being followed religiously," Riback says.

The BIC module has empowered Integr8 IT with information for good decision-making. "We use BI to enhance our sales team by assessing product and service lines, highlighting potential problems and see where we can make more profit," says Riback. Integr8 also uses intelligent reporting to analyse profitability by customer against different revenue lines. In addition, access to real time data significantly improves management of suppliers and debtors.





Sage Evolution helps Three Streams Smokehouse navigate its growth course

Three Streams Smokehouse, South Africa's largest processor of salmon and trout, has navigated its growth course over the past four years by using the Sage Pastel Evolution enterprise resource planning (ERP) solution as its compass.

The Smokehouse is part of Three Streams Group, a vertically-integrated company that operates across the South African salmonid value chain. Its aquaculture practices are based on a deep caring for the planet and the absolute need for responsible and sustainable fish farming.

Three Streams Smokehouse realised several years ago an integrated business solution would help it grow to the next level by providing it with the timely, accurate and detailed information it needed to make the right business decisions. After surveying the market, it decided that Sage Evolution would match its needs.

Working with Sage Pastel partner Pinoak Solutions, Three Streams implemented the core Evolution financial package as well as the manufacturing, bill of materials cash manager, and business intelligence centre modules. This integrated solution gives the company the current and historical information it needs to minimise risk and maximise growth in its strategies.

"We knew that a fully integrated system could help us perfect the economic levers of the company by giving us the real-time information we need to act on any problems or deviations," says Marius Snyman, Financial Director at Three Streams. "The system we were using was not integrated and did not give us detailed information, we were always acting reactively rather than being proactive."

Three Streams decided to implement Pastel Evolution because it was well-priced, locally developed, and had strong local reference sites, he adds. The hands-on demonstrations also showed a more user friendly interface, says Snyman.

"We have never had this level of accurate information available, as we have now. We are now able to make decisions quicker and be more proactive," says Snyman. "Sage has become a partner to the Three Streams Group and we look forward to the possibility of activating other applications on offer from them and building the relationship further."



Sage Evolution helps Technology Innovation Agency keep ahead of strict regulatory demands

The Technology Innovation Agency (TIA), is a schedule 3A public whose objective is to stimulate and intensify technological innovation in order to improve economic growth and the quality of life of all South Africans. The Agency invests in high-technology businesses and has implemented Sage Evolution to improve the quality of management information, streamline financial processes to comply with stringent government accounting and reporting standards. The solution was implemented by Bitachon Computer Consultants.

TIA's core business objective is to support the development and commercialisation of competitive technology-based services and products. It first started looking for a new business solution when it was created from the merger of seven entities previously tasked with supporting and promoting innovation in the country. These entities were the Innovation Fund, Tshumisano Trust, Cape Biotech Trust, PlantBio Trust, LIFElab, BioPAD Trust, and the Advanced Manufacturing Technology Strategy (AMTS).

Because it is funded by the Department of Science & Technology, TIA must meet strict government regulations in terms of financial reporting and procurement. As it started to consider new business solutions, it decided that Sage Evolution would be a good fit since many of the former agencies consolidated into TIA were using Pastel Partner.

"Our users already knew the Pastel interface and we were comfortable that Sage Evolution would be intuitive for them to use," says Alvero Mpofo, the TIA's Management Accountant. "In addition, Sage Evolution is fully compliant with the demands of the Public Finance Management Act and with government procurement regulations."

The TIA implemented Sage Evolution for 50 users. The modules it is using include Fixed Assets, Advanced Procurement, CRM, Bank Manager and the Business Intelligence Centre. The implementation process was smooth, says Mpofo.

"The solution has allowed us to consolidate information from all the former entities into one system," he adds. "The Trusts were using different accounting standards, but we have now moved them all onto Generally Recognised Accounting Practice (GRAP). Sage Evolution has made it easy with us to comply with government reporting standards and procurement processes."

The TIA also enjoys the way that the Business Intelligence Centre puts instant, high-quality reporting information at management's fingertips, says Mpofo. "We are currently moving onto Version 7 – the new release of Sage Evolution – and I'm impressed with the simplicity and the logical process in the software," he adds.

"With a range of strict laws, standards and regulations to comply with, public sector agencies need robust solutions customised to their needs," says Lynette Snyders of Bitachon Computer Consultants. "Sage Evolution not only helps them ensure compliance, but gives management the information it needs to make better and faster decisions."

"Supply chain management is one of the most heavily regulated and aggressively audited fields in the public sector," says XX, DESIGNATION at Sage Pastel. "This requires a business software solution that caters for both operational functionality and statutory compliance. We have focused a great deal of effort on customising our solution to help our public sector clients meet the demands of the PFMA, MFMA and PPPFA."

Sheq Safety evolves its business with Sage Pastel solution

Ernie Wallis, Managing Director of Sheq Safety, started his business nearly ten years ago armed with insights from his experience as a seasoned Financial Manager and his years as a professional football player. The two roles taught him that success on the football pitch and in business demands both the availability of resources—finance, intellectual property, products and staff, for example—and the ability to harness these resources as a team.

That was his starting point when he started up his business to provide customers in industries such as mining and agriculture with a reliable supply of personal protective equipment such as overalls, safety boots, goggles, and gloves. From outset, Wallis's focus was on bringing more professionalism to the industry through careful coordination of resource usage with partners such as his customers, suppliers, and employees. Today, the company has 500-plus employees, around 45 of which use the Sage Evolution software in their day to day jobs.

The glue between Sheq Safety's team and its resources is the Sage Pastel Evolution suite, which gives the company a transparent, up-the-minute view of revenues, costs and inventory. Modules that Sheq Safety uses include core financials, job costing, multi-warehousing and the Resolve CRM functionality. The solution has evolved along with Sheq Safety's business for the past six years, says Wallis. "We have looked at other packages as we've grown, but none of them match Sage Pastel's features and service," he adds.

Protective work wear is essential in the businesses that Sheq Safety's clients operate. If there isn't a reliable supply of the gear that workers need to safely do their jobs, workers are entitled to down tools. The results of not having enough protective clothing on hand to provide for all workers, therefore, could include strained relationships between employers and employees as well as loss of productivity and revenues.

"The supply is critical because it keeps the business going," says Wallis. "That means we have to not only supply the products, but manage, report and advise our clients about their protective clothing requirements. We see ourselves as a partner." Sage Pastel Evolution plays an important role in helping Sheq Safety to manage these requirements for its clients.

Sheq Safety operates 50 on-site stores at mines nationwide and produces massive volumes of product—it manufactures 70,000 overalls a month, for example. Because Internet connectivity is limited at these remote sites, Sheq Safety runs independent instances of the software at 50 different sites.

This is challenging from a software support perspective since it means each site must be managed and assisted separately. Sage Evolution enables the company to impose financial control on this complex environment; gain real-time visibility into stock levels at each store; and manage requisitions and invoicing.

"Sage Pastel Evolution's inventory management module links directly to cash flow, so we always have an up-to-the-minute view of what is happening in the business," Wallis says. "And the job-costing and multi-warehousing modules are indispensable for cost control."



He adds: “The Sage business partner Visoft, that provides us with consulting and support services has also played an important role in our success. I can phone them on a Saturday or Sunday, and they’ll always help us with any changes, enhancements or fixes we require. Their expertise has been invaluable to us.”

“The speed of delivery from Sage Pastel’s side is critical because Sheq Safety has no time to lose when it launches a new branch,” says Brent Navias, New Business Development Manager at Sage Evolution. “This is a competitive business with tough service level agreements and any delays in rolling out a new site could cost Sheq Safety the customer.”

Adds Navias: “Sheq Safety has been a Sage Pastel customer for many years, starting out with the Pastel Partner solution before growing into the Evolution suite as its business expanded. It has been rewarding to be part of Sheq Safety’s growth story over the years.

“Today, Sheq Safety receives Priority Support from Sage Pastel because of its size and the complexity of its needs. This ensures that we can rapidly funnel its queries through our support system to keep pace with the demands of its demanding industry.”

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