sage

Avon Rubber finds maximum flexibility in Sage ERP X3
Sage Enterprise Intelligence delivers profitability, insight, and control

![Avon logo] Avon Rubber p.l.c.

Customer
Avon Rubber p.l.c.

Industry
Industrial manufacturing

Location
Wiltshire, United Kingdom

Number of locations
12+

System
Sage ERP X3
Sage Enterprise Intelligence

West of London lies the headquarters of Avon Rubber p.l.c., a 125-year-old enterprise with more than 20 business units and personnel across the globe. One of its most visible divisions is Avon Protection, which manufactures respiration equipment used by military, law enforcement, firefighting, and industrial organizations.

With diverse international operations, dozens of physical locations, and a large distributed workforce, Avon Rubber needs its enterprise resource planning (ERP) solution to work hard—and smart. Sage ERP X3 with Sage Enterprise Intelligence* does that and much more.

Replaces eight separate reporting engines

"Before we implemented Sage ERP X3, we had eight separate accounting and operation applications—each with its own reporting engine," recalls Mike DePasquale, group enterprise system manager at Avon Rubber. "There was no consistency, poor visibility, and our IT resources were stretched just helping our users obtain the basic information they needed."

The sheer volume of data to be analyzed also caused trouble for Avon Rubber. "We used to use Excel® to crunch large volumes of data. There were massive spreadsheets," says DePasquale. "We would reach the row limit in the software. It was slow, inefficient, and didn't promote collaboration or sharing."

DePasquale says he was thrilled to learn that Sage Enterprise Intelligence, an application he had used at a previous company, was fully integrated with Sage ERP X3. "One powerful reporting engine with the Excel Add-in component in Sage Enterprise Intelligence has replaced eight separate programs," he notes.

ROI came quickly
Almost immediately, Avon Rubber began realizing the benefits of its enterprise reporting and business intelligence solution.

*Sage Enterprise Intelligence was called Nectari Business Intelligence when Avon Rubber initially implemented this solution. The product names have been updated in this case study to reflect current naming.

> "Sage Enterprise Intelligence allows companies with vision to realize that vision."
>
> Mike DePasquale
> Group Enterprise System Manager
> Avon Rubber p.l.c.

Challenge
Avon Rubber was utilizing eight separate reporting applications to gather, analyze, and distribute its business data. Staff struggled to learn and to use the applications, thereby placing a substantial burden on the company's resources. Employees were deprived of quick access to the data they needed to perform their tasks and management to the data to make better, more informed business decisions.

Solution
Sage ERP X3 with Sage Enterprise Intelligence provides a powerful web-based reporting solution that is easy to learn and easy to use.

Results
The solution presented quick results through the reduced demand on IT personnel. Data is accessible anywhere, anytime. Even disparate data can be brought together and shared across the enterprise quickly and easily.

> "If you understand the power of data in your business decision making, you'll instantly see the value in Sage Enterprise Intelligence."

Mike DePasquale
Group Enterprise System Manager
Avon Rubber p.l.c.

One way to measure the company's return on investment in Sage Enterprise Intelligence is the decreased IT resources required to support employees' reporting requirements.

"Users now get the information they need on their own," explains DePasquale. "They can use the templates that come with Sage Enterprise Intelligence and modify them as needed. That means they no longer require analysts or IT technicians to uncover the data. We now have an IT staff of just three to support the Sage ERP X3 solution enterprisewide. Sage Enterprise Intelligence paid for itself very quickly."

Enterprise analysis and reporting
Across all of its locations, Avon Rubber has more than 250 users on Sage ERP X3. "Primarily we're using the web client, but we have many mobile users too," says DePasquale.

Given the high volume of Sage ERP X3 transactions, it was critical for Avon Rubber to be able to access and analyze its enterprise data in a meaningful and efficient manner. The powerful business intelligence search and filtering features within Sage Enterprise Intelligence make it easy to access data in real time or from data cubes. "Sage Enterprise Intelligence provides us with analysis and reporting capabilities we never had before, including the ability to create dashboards for our executives on the fly," says DePasquale.

Extensible features
Avon Rubber uses the Sage Enterprise Intelligence Excel Add-in to produce many of its financial reports, allowing the company to leverage an application most finance personnel are adept at.

Sage Enterprise Intelligence's scheduling application allows employees and their managers to schedule a menu of reports to be delivered automatically at a specified frequency, placing information where it needs to be, when it needs to be there.

Visibility and control
Sage ERP X3 is hard at work in every business unit and every department of Avon Rubber. The financial director uses it to view inventory holdings across all locations and receivables from both a group and a corporate level.

Easy to learn and to use
Avon Rubber's employees were able to quickly learn to use Sage ERP X3 and Sage Enterprise Intelligence, gathering the data they need as they perform their jobs. The company made Sage Enterprise Intelligence video tutorials available on its intranet, allowing employees to learn on their own schedule.

"Our users are excited about it. Information that was difficult or even impossible to bring together before is now available almost instantly," explains DePasquale. "This kind of business intelligence solution leaves nowhere for the data to hide. Sage ERP X3 with Sage Enterprise Intelligence brings it to light."

Realizing the vision
"If you understand the power of data in your business decision making, you'll instantly see the value in Sage Enterprise Intelligence," concludes DePasquale. "Sage ERP X3 with Sage Enterprise Intelligence allows companies with vision to realize that vision. It allows us to run a smarter, more strategic business."

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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