

Avon Protection Customer Story



Avon Protection finds maximum flexibility in Sage X3

Sage Enterprise Intelligence delivers profitability, insight and control.

Avon Protection PLC is a 125-year-old enterprise with more than 20 business units and personnel across the globe. It manufactures respiration equipment used by military, law enforcement, firefighting, and industrial organisations. With diverse international operations, several physical locations and a large distributed workforce, Avon Protection needs its business management solution to work hard — and smart. Sage X3 with Sage Enterprise Intelligence does that and more.

Eight separate reporting engines

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

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

AVON

PROTECTION

Avon Protection plc

Global (HQ, Wiltshire, UK)

www.avon-protection-plc.com/

Industry: Industrial Manufacturing

Solution: Sage X3

Core Modules:

- Financial Management
- Fixed Asset Management
- Sales Management
- Purchasing Management
- Reporting & Dashboards
- Collaborative Workspace

Inixion Modules:

- Enhanced Document Management
- Currency Upload Module

Business Intelligence:

- Sage Enterprise Intelligence



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Mike DePasquale, Group Enterprise System Manager, Avon Protection

DePasquale says he was thrilled to learn that Sage Enterprise Intelligence, an application he had used previously, connects with Sage X3.

The company implemented both solutions simultaneously. "One powerful reporting engine has replaced eight separate programs," he notes.

ROI came quickly

Almost immediately, Avon Protection began realising the benefits of its enterprise reporting and business intelligence tool. One way to measure the company's return on investment in Sage Enterprise Intelligence was the decreased IT resources required to support employees' reporting requirements. "Users get the information they need on their own," explains DePasquale. "They can use the templates that come with the software 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 X3 solution enterprise wide. Sage Enterprise Intelligence paid for itself very quickly."

Enterprise wide reporting

Across all of its locations, Avon Protection has more than 250 users on Sage X3. "Primarily we're using the web client, but we have many mobile users too," says DePasquale. In fact, one unexpected benefit of Sage X3 is its value to the company's mobile workforce. "Our sales reps travel with a tablet PC and can pull up customer sales history plus various sales and product related dashboards," says DePasquale. "They are able to suggest additional products, and if the customer is ready to order, they can quickly check stock at any of our locations. It has really turned into a valuable sales tool."

Extensible features

Avon Protection uses the Excel add-in for Sage Enterprise Intelligence to produce many of its financial reports, allowing the company to leverage an application most finance personnel are adept at. The software's scheduling function 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 X3 is hard at work in every department and every business unit of Avon Protection. The financial director uses it to view inventory holdings across all locations and receivables from both a group and a corporate level.



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Mike DePasquale, Group Enterprise System Manager, Avon Protection

Easy to learn and use

Avon Protection's employees learnt to use Sage X3 and Sage Enterprise Intelligence quickly. This now enables them to gather the data they need as they perform their jobs. The company made 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 data tool leaves nowhere for the data to hide. Sage X3 with Enterprise Intelligence brings it to light."

Realising the vision

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