



Avon Rubber PLC

Global (HQ Wiltshire, UK)

www.avon-rubber.com

Industry: Industrial manufacturing

Solution: Sage X3

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

Avon Rubber PLC is a 125-year-old enterprise with more than 20 business units and personnel across the globe. One of its most visible divisions, Avon Protection, 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 Rubber 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 Rubber. “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 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 previously, connects with Sage X3. The company implemented both solutions simultaneously. “One powerful reporting engine has replaced eight separate programs,” he notes.

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Mike DePasquale
Group Enterprise System Manager
Avon Rubber

ROI CAME QUICKLY

Almost immediately, Avon Rubber 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 Rubber 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 Rubber 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 Rubber. The financial director uses it to view inventory holdings across all locations and receivables from both a group and a corporate level.

**“SAGE ENTERPRISE INTELLIGENCE
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EASY TO LEARN AND USE

Avon Rubber’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.”