

Sage Evolution

by Sage Pastel



Success Stories

sage

Dew
Crisp

Kai Esterhuizen
Financial Manager, Dew Crisp



Nothing soggy about Dew Crisp's stock management

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, the company needed an enhanced accounting and stock management solution. With Sage Evolution, the daily operations are now more streamlined and month end is a snap.

Sowing the seeds

Dew Crisp grows, processes and distributes all of its own products. So, 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, the variable nature of stock availability and therefore price 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.

Harvesting the rewards

"Sage Evolution has worked miracles for our month end," says Kai 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 have changed the way we do things here. The package is more disciplined, and now, we are too," says Esterhuizen.

Sliced, diced and delivered

The Evolution implementation was completed in two months by a Sage Pastel team who spent most of their time on site.

"Because of the complexity of the client's business and particularly its requirements around the costing customisation, it made sense for us to be there and ask the questions as we needed answers," says Daryl Blundell, Sage Pastel's sales director.

The fruits of labour

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.

"Sage Evolution has worked miracles for our month end"

"And the best thing about Sage Evolution," concludes Esterhuizen, "is that because it is Sage Pastel based, we can roll it out at group company level which currently operates on Sage Pastel Partner."

The Sage Evolution solution at a glance.

Industry
Agriculture/Farming

Previous solution
SAP Business One (SAP B1)

Key Challenges

- A better understanding of key business processes
- Dynamic processing and reporting
- A streamlined inventory and financial platform as well as detailed stock costing and control of inventory

Users
30

Modules in use

- Sage Evolution Core
- Bill of Materials
- Manufacturing
- Business Intelligence
- Multi-Warehousing
- Lot Tracking
- Fixed Assets

Key benefits of Sage Evolution

- Sizeable cost savings over total ERP system
- Increased sales due to quick and easy real-time ordering
- Reduced product and cost wastage through electronic data capturing
- Satisfied clients due to increased order turnaround and accuracy
- Large volumes of stock are easily handled
- Business reports are easily generated and yield powerful information
- Scalable ERP system to allow for business growth

Wahl Industries



Wahl Industries cranks it up with Sage Evolution

The introduction of Sage Evolution at Wahl Industries has allowed the company to re-engineer its stock management system and revolutionise the way it does business.

The country's largest gravity die-casting company with three diverse divisions; Regent Lighting, Wahl Aluminium and Wahl Irrigation has for years battled to get a hold of its stock management. "We had no idea of our stock situation," says Yolanda Greyling, sales and customer services manager for Wahl Industries. "Eventually we decided to rectify the problem and investigate possible solutions."

Dying for a solution

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 material. 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.

"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," says Mrs Greyling. "It was clear that Sage Pastel's ERP program could offer us everything we required within our budget."

Smooth operations

Wahl purchased Sage Evolution directly from Sage Pastel and asked for a recommended implementation partner. Prior to implementation, Unisource – the implementation partner chosen by Wahl – identified and re-mapped business processes for the client with their full participation and buy-in. Once all of Wahl's business processes were fully understood they were then translated into Sage Evolution. 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.

Finding the right tool

Since going live with Sage Evolution in June 2009, Yolanda Greyling couldn't be happier. "I am absolutely satisfied with Evolution," she concludes. "We run everything through the program and it's wonderful to operate a business when you have stable and reliable systems."

"It was clear that Sage Pastel's ERP program could offer us everything we required within our budget"

The Sage Evolution solution at a glance.

Industry
Manufacturing and distribution

Previous solution
Sage Pastel Partner

Key Challenges

- Purchase and stock forecasting
 - Manage the sales process
 - Manage different units of measurement of the same stock item
 - Manage and track stock from invoicing through to dispatching and POD receipts
 - Manage inventory product categories by different types
 - Manage back-orders
 - Manage 'special projects'
 - Integrate the costing of 'special projects'
 - Manage & control user access
-

Users
25

Modules in use

- Sage Evolution Core
 - Bill of Materials
 - Advanced Manufacturing
 - Job Costing
 - Multi-Warehousing
 - Report Writer
 - Linked Accounts
 - Sage Evolution CRM
 - Business Intelligence Std
 - Business Intelligence Adv
-

Key benefits of Sage Evolution

- Increased sales due to quick & easy ordering
- Better feedback to customers and staff on the status of an order
- Reduced product holding and stock wastage
- Satisfied clients due to increased order turnaround, speed and improved accuracy
- Ability to handle large volumes of stock information
- Ability to consolidate all business units and multiple stock locations at the click of a button
- Measurable time estimates on manufacturing
- Accurate costing on 'special projects'
- Scalable to facilitate business growth



The perfect tender for Africa's largest online marketplace

With thousands of transactions taking place on its websites every day, the bidorbuy group relies on Sage Evolution to keep up with heavy online traffic and its expansion into Africa. With over 1 million shoppers every month, bidorbuy.co.za is South Africa's busiest online marketplace and provides a secure platform for buyers and sellers to trade in brand new consumer products, bargains, rare art, sporting goods, the latest fashions, techno-gadgets and much more. On the bidorbuy website alone, there are about 650 000 items for sale at any time. This means a constant stream of EFTs. 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.

Accounting on the shopping block

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

The winning bid

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. "This gives us a holistic impression of the entire group," adds Goodson.

Sage Evolution facilitates the easy interaction between buyers and sellers. 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."

Considering the bidorbuy group's recent expansion into Africa, Goodson also commented on Sage Evolution's multi-currency service, which automatically converts different currencies to a common one. "It's the perfect way to handle the different exchange rates of the countries we operate in."

Satisfied buyer

The group now manages all of its accounting requirements with Sage Evolution. In addition to handling multiple accounts, multiple users and multiple currencies, the bidorbuy group also uses the software's HR and cash flow components.

"With our rapid growth and large volume of transactions conducted via a high traffic website, Sage Evolution has been a life-saver," concludes Goodson.

The Sage Evolution solution at a glance.

Industry
Online marketplace

Previous solution
Sage Pastel Partner

Key Challenges

- A solution that would give us a holistic view of our company
 - A solution that could handle high volumes of transactions conducted via our high traffic website
 - Facilitate expansion into Africa
 - Ability to handle multiple accounts, multiple users and multiple currencies
 - Debtors and creditors control
 - Detailed management reporting
-

Users
8

Modules in use

- Sage Evolution Core
- Fixed Assets
- Bank Manager

Key benefits of Sage Evolution

- Scalable and cost-effective
- Sage Evolution is extremely user friendly
- The ability to handle multiple accounts, multiple users and multiple currencies has been a life saver

Goodson says that Sage Evolution was the perfect fit because of its scalability and cost effectiveness.



uMgungundlovu Municipality

Sage Evolution leads to a clean bill of health for uMgungundlovu District Municipality

Since the implementation of Sage Evolution, the uMgungundlovu District Municipality has received three consecutive unqualified clean audit opinions. At the end of 2007 uMgungundlovu District Municipality was operating four different financial systems which, combined, still left gaping holes in its billing, financial and other management processes.

Water wise system needed

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 annually. "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 enterprise resource planning (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.

South African solution solves the problem

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."

"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.

So, is the customer satisfied?

"More than satisfied," says 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."

The Sage Evolution solution at a glance.

Industry
Government

Previous solution
Sage Pastel Partner

Key Challenges

- Needed a water billing function, as well as an integrated business planning and management system
- Faster delivery of bills was necessary
- Expenditure needed to be more tightly controlled and management systems were needed for procurement and human resources

Users
70

Modules in use

- Sage Evolution Core
- Municipal Billing
- Linked Accounts
- Point Of Sale
- Fixed Assets
- Sage Evolution CRM
- Business Intelligence Std
- Business Intelligence Adv
- Procurement

Key benefits of Sage Evolution

- System can be easily shared amongst local municipalities at a low cost
- Has empowered municipality to manage finances efficiently and transparently
- Has integrated financial and management systems, leading to smooth business management
- Three consecutive clean audits have been received since the Sage Evolution implementation

"Sage Pastel has delivered beyond our expectations and continues to do so"

Leader Tread



Leader Tread keeps its wheels spinning with Sage Evolution

Manufacturer and supplier of precured rubber products for retreading, Leader Tread keeps the wheels turning for vehicles around the globe. Based in Johannesburg, South Africa, its footprint extends as far as Europe, Israel, the rest of Africa, and Madagascar. The company also provides retreading factory training and maintenance including warehouse management programs and factory audits.

Burning rubber

Since they were founded nearly half a century ago, Leader Tread had been using various accounting packages. The company needed an automated business management and accounting solution to track activities and accurately record and report on the financial activities.

Leader Tread's financial director, Andrew Summers, says, "When searching for a new system, user-friendliness was our utmost priority." Andrew has been using Sage Pastel and recommending the brand to his clients since completing his articles. "Sage Pastel's products are by far the most efficient and easy to use that I have come across." It was an obvious choice that he selected the tried and tested for Leader Tread and decided on Sage Pastel's integrated ERP offering, Sage Evolution. This program provides 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.

"Time is now spent on managing the business, not managing the system."

Leading the way

Leader Tread installed Sage Evolution in June 2010 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." By incorporating Sage Evolution's add-on modules, the main ones being the integrated warehouse, tracking and barcoding solution, Leader Tread has been able to seamlessly customise the system to its evolving needs.

Intelligently fitted

After battling with a difficult-to-use accounting system, Leader Tread now enjoys Sage Pastel's Business Intelligence Centre (BIC), which not only automates all reporting but uses company data to provide 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." Leader Tread also uses Sage Pastel's BIC for monthly management. "Accuracy and timeliness helps us in a tough market," says Andrew.

Cruising

Leader Tread currently has over 20 users on their 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." Andrew adds that there is an overall increase in productivity from the staff, "Time is now spent on managing the business, not managing the system."

The Sage Evolution solution at a glance.

Industry

Supplier and manufacturer of specially precured rubber products

Previous solution

Microsoft Dynamics NAV

Key Challenges

- Conversion from Microsoft Dynamics NAV to Sage Evolution
- Development into their warehouse system
- Training of the users
- Correction & sign off of accurate data
- Streamline business processes
- Automate the procurement process
- Smooth crossover
- Automation of reports

Users

25

Modules in use

- Sage Evolution core
- Sage Evolution CRM
- Job Costing
- Serial Number Tracking
- Pricing Matrix
- Fixed Assets
- Multi-Currency
- Business Intelligence Std
- Business Intelligence Adv
- Bill of Materials
- Multi-Warehousing
- Procurement
- Cash Manager
- Information Alerts
- Manufacturing

Key benefits of Sage Evolution

- Accurate financials
- Better controls
- Automation of functions
- Streamlined reporting & notification
- Lower cost of ownership
- Positively improved the overall morale of the Leader team and achieved the ultimate goal of a profitable entity and happy shareholders



Pannar Seeds (Pty) Ltd

African seed company blooms with Sage Evolution

Operating in nine African countries including South Africa as well as America and other geographies, Pannar uses Sage Evolution to streamline its accounting.

Pannar Seeds is a specialist seed company established in 1958 with a presence in 9 African countries, the US, Netherlands and Argentina. Pannar found that its information and business management systems were unable to accommodate its financial management requirements. The implementation of Sage Evolution has solved the problem.

Budding problems

The transformation to a larger and more complex business structure was only the start of Pannar's difficulties. Pannar in the US has two very distinct divisions, a research division and a marketing, distribution and production unit. Each unit used to function on independent accounting systems. "The result of this was that Pannar had two separate 'companies' operating independently, making it difficult to get a consolidated view," says Keith Maharaj, financial manager for Africa.

"As we are a seasonal business the bulk of our selling and invoicing occurs within three months of the entire year. If we make a mistake in our bookkeeping the implications will be severe including lost opportunity cost and reputational risk."

Straight from the earth

It was clear that Pannar needed an ERP system to overcome its legacy issues and business challenges. "What we needed was a fully-fledged accounting and stock-taking system where daily inventories, sales, cash flow and stock management from all our different outlets could be recorded in one main database."

The seed is planted

Maharaj freely admits how frustrated the Pannar management team felt at looking for ERP solutions and finding only a few very expensive and complex options. Sage Evolution stood out for Pannar because of its competitive pricing, strong brand and clearly defined support and maintenance protocol. Its user-friendly system was a big advantage too and Sage Evolution has now been running smoothly since 2009. "One of the best advantages of Sage Evolution is its gradual learning curve and the ability for us to implement a scalable solution across all of our locations."

"Once we had installed Sage Evolution we could record everything on to one centralised database so that all of our African and overseas divisions could work from the same platform. Sage Evolution also enabled us to control our inventory management and lot tracking across multiple warehouses."

A flowering business

With the help of Sage Evolution, Pannar now has a more effective way of managing the different branches of its business but can also achieve consolidated information across the group. Better financial insights have helped the group extend its footprint across Africa. "Without Sage Pastel we could not have achieved all of this." concludes Maharaj.

The Sage Evolution solution at a glance.

Industry
Agriculture/Farming

Previous solution
Sage Pastel Partner

Key Challenges

- Replace legacy technology
- Streamline processes in line with business operations in;
 - o Supplier Management
 - o Stock Management
 - o Fixed Assets
 - o Order Management
 - o Cash Flow
- Reporting (Operational and Executive)
 - o Consolidations
 - o Trend Analysis

Users

44 users across Africa and 10 in the USA

Modules in use

- Sage Evolution Core
- Linked Accounts
- Bill of Materials
- Pricing Matrix
- Serial Number Tracking
- Multi-Warehousing
- Point of Sale
- Fixed Assets
- Information Alerts
- Multi-Currency
- Business Intelligence Std
- Business Intelligence Adv
- Report Writer
- Lot Tracking
- Manufacturing
- Sage Evolution CRM
- Credit Control

Key benefits of Sage Evolution

- Fully integrated application
- Leveraging off the latest technology platform i.e. Windows/MS SQL
- Flexible, extensive and consolidated reporting available at the click of a button
- Robust control of inventory operations
- Solution offers an unparalleled ROI

Sage Evolution Workflow

