

## A Better Way to Analyze Your Business

Owners and senior level executives generally endure a number of pain points in terms of business reporting capabilities in their businesses, including inflexibility, accuracy and timeliness.

Plus Computer Solutions Ltd, a firm that aims to offer more value and services than basic ERP implementation, considers Sage ERP Accpac Intelligence as a solution that addresses these business needs. "Our customers are always looking for better ways to analyze their business. They want to have the information at their fingertips and would like to use tools that are user friendly", says Glen Mund, President, Plus Computer Solutions Ltd.



### Adding value

Based on the familiar Microsoft® Excel® application and incorporated into Sage ERP Accpac Software, Glen feels that Intelligence offers all of the above and addresses some of the weaknesses of existing reporting solutions. "Crystal Reports is a bit confusing for many clients and the GL FR and F9 are limited to General Ledger reporting," he says. The Intelligence Dashboard Report, built on a commonly used platform (Microsoft® Excel®) and utilizing Excel functionality like PivotTables very effectively, was a major consideration for Glen to adopt Sage ERP Accpac Intelligence as a BI solution to offer his customers. With Sage ERP Accpac Intelligence his clients now have the ability to quickly and easily obtain the information required for improved operations and reporting across their entire business.

He adds that it is "a reasonably priced product when you consider the value it provides. It offers a long term service revenue stream for clients who need extensive reporting requirements or short term service revenue streams for clients who want training so they can take a do-it-yourself approach."

### Encouraging Adoption

In Glen's opinion, "there is a bit of a stigma around reporting and BI tools in the Accpac Market space due to products that cannot offer the end to end solution that Sage ERP Accpac Intelligence offers." For this reason, Plus Computer Solutions actively communicated the product benefits to their install base, positioning Intelligence as a product that could significantly reduce reporting and business intelligence pain that owners and executives were likely to be enduring.

They also heavily promoted the Sage offers during the initial release and actively publicized overview sessions for clients to review the free version of Intelligence\* that is available with Sage ERP Accpac.

### Partner



Plus Computer Solutions Ltd

### Industry

Business Solutions and Consulting

### Location

Burnaby, B.C., Canada

### System

Sage ERP Accpac

### Other Products partner supports

Sage CRM, Sage Abra HRMS, Sage FAS



### Challenge

Many businesses serviced by Plus Computer Solutions Ltd were experiencing frustrations with their reporting and having issues with accuracy, flexibility and timeliness.

### Solution

Sage ERP Accpac Intelligence provides the ability to quickly and easily obtain the information required for improved operations and reporting across an entire business.

### Results

Sage ERP Accpac Intelligence software has impacted positively on the decision-making ability of clients, allowing Plus Computer Solutions Ltd to offer a proven add-on solution to ERP reporting that includes a comprehensive one stop offering for BI, consolidated reporting and dashboard reporting.

## Sage ERP Accpac | A Partner Perspective.

Focus was on higher end clients like public companies and organizations who have significant reporting requirements.

*\*New and current Sage ERP Accpac customers receive a single Report Manager license for 5.6 and 6.0 as a Sage Business Care benefit.*

### Learning from implementation

The main obstacle that Plus Computer Solutions encountered in getting started with Sage ERP Accpac Intelligence in the marketplace was that they did not train enough resources early on and reached capacity very quickly. "We should have trained more resources right out of the gate," says Glen, "We maxed our capacity very early on. It should probably be part of every consultant's toolkit."

There were, however, no unexpected challenges in implementation for the Plus Computer Solutions team and they find that the Excel frontend makes it easier to get users up and running. According to Glen, "the learning curve for the product is better than average because it is built on the Excel platform. Perhaps the biggest challenge was properly pricing jobs due to our lack of experience with the product."

The Plus Computer Solutions team encourages the use of the standard report templates that ship with Sage ERP Accpac Intelligence and also customize reports according to their clients' specific needs. Glen has found that the Dashboard Report in particular adds huge value and therefore uses it a lot, and the Financial Statements a fair bit. The team has also repurposed some of the canned reports amongst different clients, thereby enhancing their revenue-earning ability.

### Exceeding Expectations

Plus Computer Solutions has exceeded expectations in both Sage ERP Accpac Intelligence software and consulting services sales, which Glen attributes to the positive impact of the product on the decision-making ability of his clients. "Sage ERP Accpac Intelligence allows us to offer a true end to end solution that now includes a comprehensive one stop offering for BI, consolidated reporting and dashboard reporting on non Accpac databases. The adoption of Sage ERP Accpac Intelligence as an add-on solution to standard ERP reporting is a good decision for the right clients."

**"Intelligence should probably be part of every consultant's toolkit"**

Glen Mund, President, Plus Computer Solutions Ltd

*Anytime and Real-time training on [Sage University](#) as well as [Sage ERP Accpac Intelligence Partner Webinars](#) are available for learning.*

Find out more about Sage ERP Accpac Intelligence [here](#).

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## About Plus Computer Solutions

Based in British Columbia, Canada, Plus Computer Solutions specializes in Sage ERP Accpac, Sage CRM, Sage Abra HRMS and Sage FAS solutions and pride themselves in undertaking ERP Implementation through reliable software, impeccable customer service and a fixed-fee, money back guarantee.

They offer a wide range of Sage Accpac Business Solutions and a variety of Business Software Solution services including Sage Accpac Service, Sage Accpac Training, Sage Accpac Support, Sage Accpac Customization, Sage Accpac Set Up, Data Repair and Recovery, and Consulting.

Plus Computer Solutions is an award winning value added reseller of Sage Accpac ERP & Sage CRM.

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## About Sage ERP Accpac Intelligence

Sage ERP Accpac Intelligence provides immediate insight into meaningful information from across your business, delivering automated financial, payroll and management reports in the familiar environment of Microsoft® Excel®. The reports can be accessed at any time and are fully customizable with drill-down capabilities, allowing for enhanced collaboration and decision-making.

Sage ERP Accpac Intelligence integrates with your Sage ERP Accpac software package, pulling real-time data directly from the database, thereby eliminating manual report preparation and repetitive data extracts.

Sage ERP Accpac Intelligence is also the Sage BI offering for Pastel Accounting Evolution, Partner and Xpress, Pastel Payroll, Sage ERP MAS, Sage Peachtree, Sage PFW ERP, Sage Simply Accounting and VIP Payroll, serving over 25000 users worldwide.

[www.sageaccpac.com/intelligence](http://www.sageaccpac.com/intelligence)

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## About Sage North America

Sage North America is part of The Sage Group plc, a leading global supplier of business management software and services. Sage North America employs 3,900 people and supports more than 3 million small and mid-sized business customers. The Sage Group plc, formed in 1981, was floated on the London Stock Exchange in 1989 and now employs 13,600 people and supports more than 6 million customers worldwide. For more information, please visit the website at [www.SageNorthAmerica.com](http://www.SageNorthAmerica.com).

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