



SUCCESS STORY

Powering Efficiency: DJ Products' Journey to Streamlined Reporting

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CUSTOMER



INDUSTRY

Manufacturing

LOCATION

Little Falls,
Minnesota

SYSTEMS

Sage Intacct
Nectari

DJ Products is a Minnesota-based company that specializes in providing innovative, ergonomic, and cost-effective material handling solutions. With around 50 employees, DJ Products designs and manufactures electric-powered tugs and carts used to safely move things like fully loaded 18-wheelers and airplanes.

From Manual Processes to a Growing Challenge

For over 26 years, DJ Products relied on Sage 50 to manage operations, and as the company expanded, the system's limitations became more apparent. James Whaley, President of DJ Products, explained the outdated system's complexity: "We had Excel spreadsheets talking to SmartSheets, which were talking to more spreadsheets. I was pretty much the only one who understood how it all worked, and it was completely manual." This system led to inefficiencies, especially in reporting. "Our production manager was spending two hours a day manually entering every work order and sales order," Whaley recalled. "And I was spending about four hours a week."

In addition to being time-consuming, the manual processes were prone to errors. "Manual entries meant we were constantly exposed to mistakes, and updating or troubleshooting anything was impossible," Whaley noted.

Discovering Nectari at the Right Time

Recognizing the need for a modern solution, DJ Products implemented Sage Intacct as their new ERP system in early 2023. But while Sage Intacct brought improvements, it was Nectari that transformed their reporting process. Introduced through their partner, Kerr Consulting, Nectari caught Whaley's attention at a Sage event.



"We met Guy Girouard, Nectari's VP of Product, at the event, and he showed us a demo that blew us away," Whaley recalled. "From that moment on, we were committed to moving forward with Nectari."

"What really sold us was the seamless integration with Sage products and the ability to get a lot more out of Nectari than what we were getting from Intacct's native dashboards."

JAMES WHALEY
PRESIDENT
DJ PRODUCTS

Transforming DJ Products' Reporting

Since implementing Nectari, after just 3 months, DJ Products has seen drastic improvements in efficiency, accuracy, and data accessibility. One of the biggest wins has been the reduction in manual work. "The production schedule, which used to take our manager two hours a day to update, now takes about five minutes," Whaley shared. "As for me, I went from spending four hours a week on reporting to almost no time at all."

In addition to saving time, Nectari has significantly improved data accuracy. "The old system left us exposed to errors due to manual data entry. With Nectari, everything is automated, and those mistakes are a thing of the past," Whaley said. This shift has also allowed DJ Products to create custom reports quickly and efficiently. "The speed at which we can customize and distribute reports is incredible. If someone asks for a specific view, I can create it in minutes. I've never had that kind of flexibility before."

Empowering the Entire Team

One of the most impactful changes has been the increased accessibility of data across departments. Previously, salespeople had to email the accounting team to get updates on customers' payment terms or order statuses. Now, with Nectari integrated into DJ Products' HubSpot, the sales team can access this information in real-time without needing a full Sage Intacct license.

"All the sales team cares about is whether a customer has credit, their credit limit, open orders, and what they've ordered in the last year," Whaley explained.

"Before Nectari, they had to email accounting for every little thing. Now they can see everything in HubSpot, and they absolutely love it."

The integration of Nectari with Sage Intacct has allowed DJ Products to streamline their workflows and eliminate unnecessary tasks. "We created a dashboard in HubSpot where even non-technical users can view customer data without needing access to Intacct. It's been a game-changer for us," Whaley noted.

The Secret Sauce: Speed and Flexibility

While the prebuilt reports and templates provided by Nectari have been helpful, Whaley emphasized that the speed and flexibility are what truly stand out.

"My favorite thing about Nectari is the raw speed. If someone wants a report changed, it takes two minutes to clone a view, make the adjustments, and have it distributed by email."

JAMES WHALEY
PRESIDENT
DJ PRODUCTS

"Everybody wants a different view. With Nectari, I can create custom views for each team member in minutes, and it's rock solid. Once I set up a view and distribute it, I never have to touch it again," he said. "I've never had a failure, and I've never had to update a report once it's live. It just works."

Looking Ahead with Nectari

With Nectari's seamless integration into their operations, DJ Products is already looking to the future. The team is excited to further explore Nectari's capabilities as the integration with Sage Distribution Manufacturing Operations (SDMO) becomes available. "We're eagerly waiting for the SDMO integration. Once that's in place, we'll be able to do even more with Nectari," Whaley said.

A Game-Changer for DJ Products

By implementing Nectari alongside Sage Intacct, DJ Products has revolutionized its reporting process, saving time, reducing errors, and empowering its employees with real-time access to data. As James Whaley puts it, "Nectari has given us the speed, flexibility, and stability we needed. It's changed the way we work, and we're just getting started."

