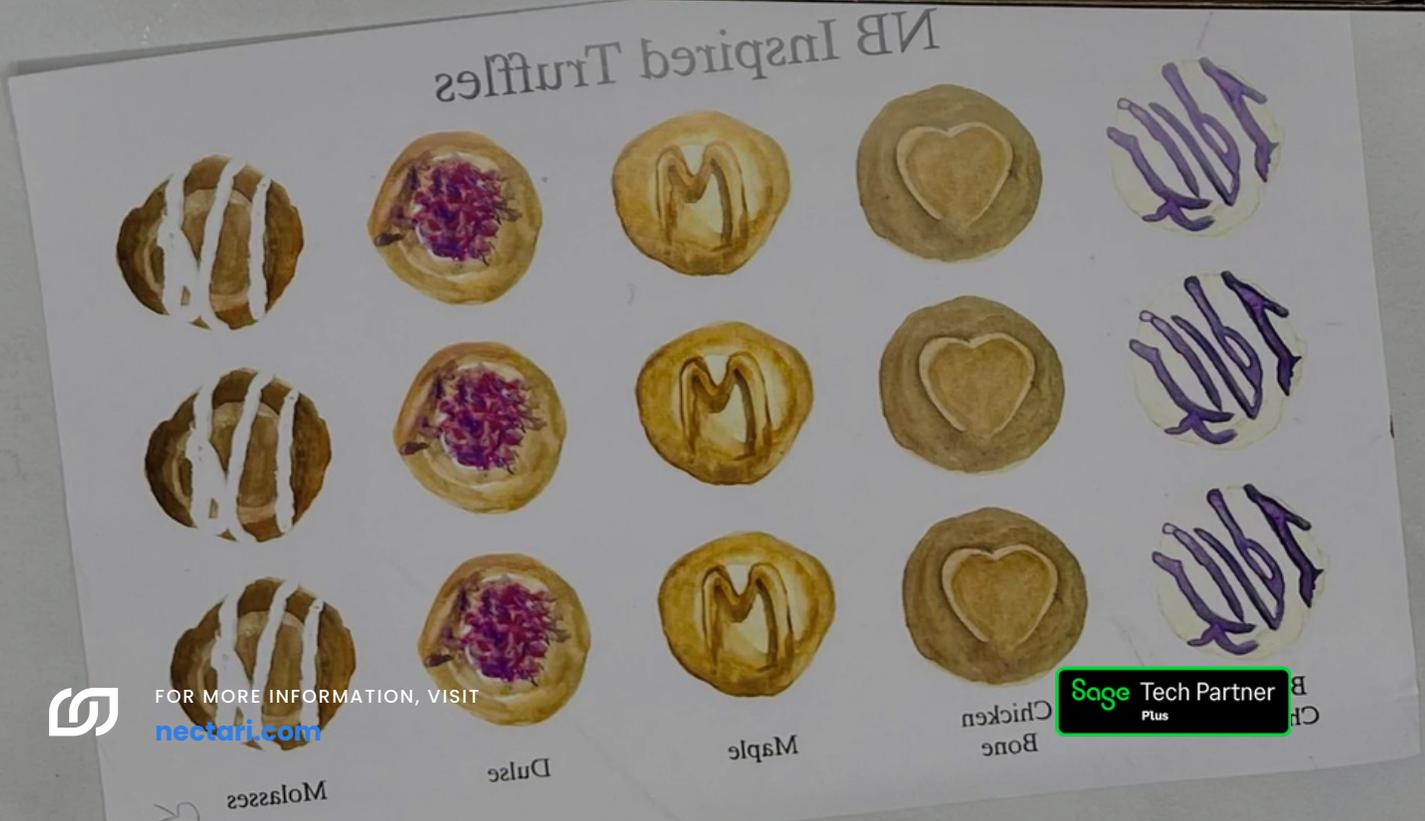


SUCCESS STORY

# Nectari: a Smart Choice for Ganong Bros.



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**Sage** Tech Partner  
Plus

## CUSTOMER



## INDUSTRY

Food Manufacturing

## LOCATION

St. Stephen,  
New BrunswickNUMBER OF  
LOCATIONS

3

## SYSTEMS

Sage X3  
Sage Enterprise  
Intelligence  
(Nectari)

For the past 140 years, Ganong Bros. Limited (Ganong) has been producing some of the finest chocolate and confectioneries in Canada. Operating from three locations across the country, Ganong chocolates are shipped to mass merchandisers, drug stores, and grocery chains including: National Grocers, Sobeys, Shoppers Drug Mart, Wal-Mart, Safeway, Metro, and London Drugs.

While Ganong's history is steeped in family tradition, its current operations are decidedly twenty-first century. Ganong continually invests in the tools and technology that enable it to run in a lean and efficient manner. Ganong was an early adopter of Nectari, a data analysis and reporting solution that delivers the strategic data the company uses to make the best business decisions.

### Financial tools fell short

Ganong had run its operations successfully for more than a decade using Sage X3 as its financial, manufacturing, and distribution solution. What was missing, however, was a more efficient way to produce the company's complex financial statements, which include more than nine million entries.

"We were using F9, and due to the size of our chart of accounts, the update of our spreadsheets took 90 minutes," says Marc Lefebvre, Ganong's vice president and chief information officer (now retired). "It didn't fit with the efficiency we strive to maintain across the organization. This led us to look for a new solution."





## Efficiencies gained throughout the organization

Using Nectari, Ganong has created inventory and capacity queries that deliver real-time planning information. Additional production and manufacturing variance reports provide management with critical data used to hone the company's operations, reducing waste and boosting efficiency.

**“I wish we had Nectari ten years ago. It would have paid for itself before we even went live with Sage X3.”**

MARC LEFEBVRE  
VICE PRESIDENT AND CIO (RETIRED)  
GANONG BROS. LIMITED

## Challenge

With complex financial statements involving more than 9 million entries, Ganong needed a faster and more powerful financial and business reporting tool.

## Solution

Nectari provides the speed and agility Ganong requires, and it is tightly integrated with Sage X3, the company's business management software.

## Results

Real-time financial, sales, inventory, purchasing, manufacturing information is now easily obtained and is strategically used to boost efficiency and minimize waste. Four reporting programs were replaced with a single, easy-to-learn tool, minimizing the learning curve and reducing the need for IT resources. Just 15 Nectari queries replaced 100+ separate queries, streamlining the reporting process.

“The solution has led to enormous improvements, not just in the production of financial statements, but in areas of manufacturing, purchasing, inventory, and sales as well,” says Lefebvre.



## A single enterprise BI solution

We had been using at least four separate reporting tools—F9, Crystal Reports, and the Statistics and Requester Reporting engines within Sage X3,” explains Lefebvre. “Nectari replaced them all. With a single reporting solution we have a single set of development tools which immediately minimizes the learning curve. And, since it is so easy and intuitive to use, our staff can get the information they need on their own, without requiring IT resources.”

“We can include other databases and spreadsheet files in our queries,” says Lefebvre. “We have a separate forecasting database that Nectari easily links to and allows us to incorporate that data.”

## Predefined queries speed adoption

Nectari includes a number of predefined data views that Ganong staff made immediate use of. “These prebuilt templates enabled us to hit the ground running,” states Lefebvre. “We used many of them as is, and modified others to fit our specific requirements.”

## Dynamic and flexible tool

Lefebvre emphasizes that the dynamic, flexible nature of SEI saves both time and frustration: “With most reporting tools, if you build a query to show sales by division and product, and then decide you want to see sales by division, territory, and product, you have to build a new query. Not with Nectari. As a result, we have fewer queries, because each can serve multiple purposes.”

In fact, the company replaced more than 100 separate queries with just 15 SEI processes.

## Fast, tangible ROI

Nectari is not only powerful, it is fast. “It is easily twice as fast as our former reporting tools,” says Lefebvre. “That speed means our staff spends less time looking for data and more time acting on that data.”

He concludes, “The real-time data the solution delivers gives us the opportunity to manage our organization more proactively and less reactively. It has proven to be a highly valuable tool for Ganong.”

