



SUCCESS STORY

# Transforming Reporting: Nectari's Revolutionary Impact on Hensall Co-op

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## CUSTOMER



## INDUSTRY

Agriculture

## LOCATION

Ontario, Canada  
(primary)

## SYSTEMS

Sage Intacct  
Nectari

Hensall Co-op is one of the largest agricultural co-operatives in Canada. Hensall was founded in 1937 and provides products and services to farmers and other customers in the agriculture and food sectors. With over 6,000 member-owners, it is committed to sustainability and innovation.

Hensall encountered various challenges with their existing reporting processes, such as the absence of real-time data and the inability to display it in visually appealing and meaningful formats. As a solution, the company implemented Sage Intacct and Nectari Business Intelligence, resulting in significant and quantifiable efficiency gains.

### The need for improvement

Hensall Co-op faced a major challenge with their outdated agricultural-based software. It was cumbersome and made it difficult for the company's different departments to get the information they needed when they needed it.

The company's Senior Systems Architect, Steve Pockett, was the only person who could program the system. Pockett had been at Hensall for almost 30 years, and his challenge was to transition Hensall's reporting processes to a more modern, Web-based system. Pockett noted, "We needed to move away from our previous platform because it was a major corporate risk that there was only one person in the company who could operate it, and programmers skilled in that language were few and far between."

Hensall was looking for a flexible, user-friendly solution that could provide them with live data, generate visual representations and manipulate data quickly.



## Revolutionizing business intelligence

Hensall worked closely with their tech partner, The Answer Company, to integrate Sage Intacct, a leading financial management software. Soon thereafter, they were introduced to a revolutionary business intelligence solution, Nectari.

Nectari seamlessly integrated with Sage Intacct and leveraged data from Hensall's old ERP system to provide real-time data to employees throughout the organization.

Compared to a BI tool that Hensall had previously been using, the team found Nectari to be far more intuitive and user-friendly. Steve Pockett noted that the support team at Nectari was highly responsive. Nectari's support team was considered a significant selling point for Hensall. Pockett stated, "It's obvious the Nectari team cares about their customer's success as much as they care about their own business' success."

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STEVE POCKETT  
SENIOR SYSTEMS ARCHITECT  
HENSALL CO-OP

## Streamlined reporting

Hensall's financial team loves working with the Nectari Excel Add-In for reporting and analysis. They now have access to real-time financial data from their legacy system and Sage Intacct. Company executives and finance receive the information they need on a daily and weekly basis, thanks to Nectari's scheduler.

For Hensall, the most significant benefit of Nectari is having access to real-time

data, allowing them to quickly manipulate data to provide employees with the information they need. With Nectari, their reporting process is now much faster and more efficient than before, and employees can receive the reports they need without asking for them. "Without having to ask for information, it's just coming to them" Pockett stated.

### **Transforming financial efficiency**

Integrating Nectari and Sage Intacct has provided outstanding results for Hensall. Using Nectari, their accountants save valuable time every month, and their check run process takes only two to three hours instead of, previously, an entire day. They can now produce financial reports quickly and efficiently, and their Accounts Receivable department can manage a much larger workload as the business

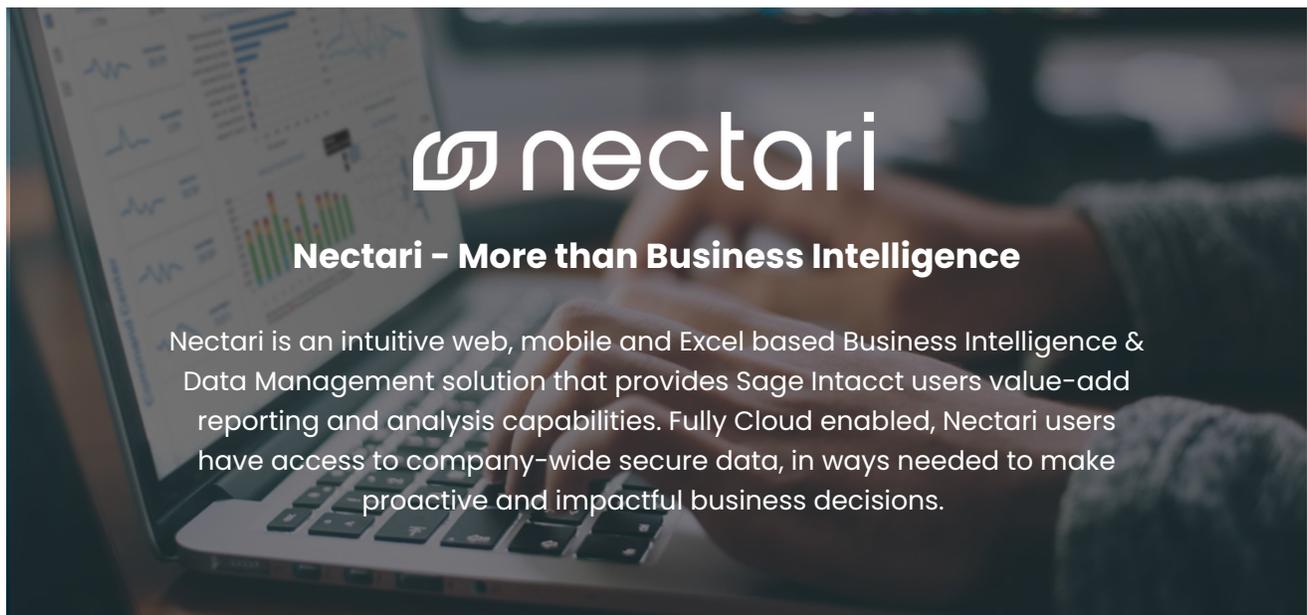
continues to grow. "Month-end closing has been consistently brought forward by a week or more."

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STEVE POCKETT  
SENIOR SYSTEMS ARCHITECT  
HENSALL CO-OP

Since Hensall's deployment of Nectari two years ago, they have increased productivity and ensured that their employees have the information they need to make timely decisions.

Steve Pockett looks forward to the future with Nectari. "I'll tell you right now, we've only scratched the surface of what Nectari can do for our business."



**nectari**

**Nectari – More than Business Intelligence**

Nectari is an intuitive web, mobile and Excel based Business Intelligence & Data Management solution that provides Sage Intacct users value-add reporting and analysis capabilities. Fully Cloud enabled, Nectari users have access to company-wide secure data, in ways needed to make proactive and impactful business decisions.