



## Customer Solutions

**About the Customer**

- Ballet Memphis serves 75,000 people each year through its professional company, ballet school, outreach, educational enrichment and Pilates

**Key Challenges**

- Aligning budget vs. actual production expenses
- Reducing the time required for financial reporting
- Producing reports for a visually-oriented audience



**Results**

- P&L, balance sheet reports are 100% formula-driven
- Improved report appearance using Microsoft Excel formatting tools
- Significant time savings compared to code-driven alternatives



www.blytheco.com  
solutions@blytheco.com  
1.800.425.9843 x2500

## BizNet Software has Ballet Memphis doing a quick pirouette on reports

Reach Further. It's gracefully illustrated with a ballerina's silhouette in the Ballet Memphis logo, and exemplified in the organization's mission of "creating, presenting and teaching ballet and dance in many forms as we celebrate the human spirit through our bodies."

The Ballet Memphis administrative staff must also reach further to achieve greater productivity. So, it was an easy decision when Philip West, managing director, learned that he could produce the organization's financial reports from Sage 100 ERP (MAS90) faster – and in a more understandable format – using BizNet Software. "I could get the information," West says, "but I could never get it into a format that works well expressing this business" without BizNet.

**"My P&L reports and balance sheet are 100% formula-driven through the BizNet interface."**

Philip West, Managing Director  
Ballet Memphis

## BizNet helps Ballet Memphis "Reach Further"

West has used BizNet Software to generate reports for himself, the financial committee and Ballet Memphis board of directors since the fall of 2009. Extracting the history needed for budget preparation is also automated, he says, with production budgets for the entire season presented on a single worksheet – even though contracts with designers or for marketing buys can occur at varying times and for varying lengths.

The resulting ability to analyze variances is what West calls an adjusted waterfall report. "It's not just looking at what the budget says I should have remaining. It really is an analysis of what's been spent on that budget line, and it gives me a real sense of what's remaining."

With oversight responsibilities for HR, IT, marketing and development, the box office and even building maintenance, West needs accurate information ... and quickly. BizNet's real-time connection to Sage 100 ERP data, presented in a native Microsoft Excel environment, meets the need with simplicity. "I've been very, very pleased with the results," he says.