

Sage Enterprise Intelligence boosts cash flow for Satellite Industries



Satellite Industries, Inc. is the world's largest supplier of portable sanitation equipment, operating from offices throughout North America and Europe. With multiple locations, divisions, departments, and currencies combined with a large chart of accounts, financial reporting had long been an arduous process for Satellite Industries. When Sage Enterprise Intelligence, a powerful business intelligence tool integrated with Sage ERP X3, became available, the company quickly moved to implement it. The results have been nothing less than extraordinary.

Month-end closing shortened by four days

Thanks to the powerful reporting engine in Sage Enterprise Intelligence, Satellite Industries shortened its month-end closing cycle from nine days to just five days. "That means more days every month that we have current data to work with," says John Babcock, chief financial officer of Satellite Industries. "It means we're working with today's data—not last month's data—to make today's business decisions."

Days sales outstanding drops by 18 days

Another way Sage Enterprise Intelligence is delivering a powerful return on investment is through its use in tracking past due accounts. "The software automatically generates and distributes past due reports each day to our sales and customer services reps," says Babcock. "As a result of our being able to stay on top of overdue invoices, we've decreased our days sales outstanding by 18 full days. Our cash flow is much improved as a result."

Babcock concludes, "We have access to the most current, most relevant data, enabling us to be proactive in our decision making. Sage Enterprise Intelligence provides instant, real-time data on key metrics that drive everyday business decision making. And we've only begun to scratch the surface of what this solution can do."

Challenge

Financial reporting across multiple locations and countries was a time-consuming and laborious process, with month-end closing often taking more than 15 days. In addition, the company sought to reduce the days sales outstanding of its receivables.

Solution

Sage Enterprise Intelligence allows the company to draw real-time, actionable data from its Sage ERP X3 solution.

Results

Month-end closing procedures cut by several days. Days sales outstanding slashed by 18 days. Access to current data speeds and facilitates strategic decision making.

Customer

Satellite Industries, Inc.

Industry

Manufacturing/wholesale distribution

Headquarters

Minneapolis, Minnesota

System

Sage ERP X3
Sage Enterprise Intelligence

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John Babcock
CFO, Satellite Industries, Inc.



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