

# Customized reports deliver return on investment



Since its establishment in 1966, Belmont Meats has been delivering food service and meat products to both Canadian and international clients. Renowned for its commitment to delivering unmatched quality, innovation, value, and service to its customers, Belmont Meats quickly became known as no ordinary meat manufacturer. Specializing in developing customized beef products, Belmont Meats supplies multiunit quick service restaurant chains, casual and fast casual dining concepts, retail supermarkets, club and warehouse stores, as well as specialty frozen food stores.

## Getting started with Intelligence Reporting easy as pie

Getting up and running with Intelligence Reporting was seamless. Its Sage business partner, Mantralogix, helped Belmont Meats set up the specific reports that the team required, so they just need to run out the relevant report and use their director of finance and accounting, Ryad Ali's existing Excel skills to manipulate the information accordingly, giving him everything he needs.

## Automated processes drive efficiency

Belmont Meats quickly realized that by choosing Sage X3 as its next generation in business management solutions along with Intelligence Reporting, for the reports it requires, has enabled faster growth and increased agility. Prior to employing the suite of Sage solutions, Belmont Meats printed out important information and then relied on manual data capturing and information extraction, which was extremely human resource intensive and time consuming. With the automated processing that Sage X3 and Intelligence Reporting enables, Belmont Meats could minimize the time spent on sorting through data and maximize the time spent on making more effective business decisions that the data presented.

### Customer

Belmont Meats

### Industry

Quality food service that manufactures and processes retail meat products

### Location

Toronto, Ontario

### Number of locations

One location, divided into two business areas

### System

Sage X3  
Sage X3 Intelligence Financial Reporting

## Challenge

Minimizing the time spent manually capturing, processing, and extracting valuable business indicators while maximizing business agility.

## Solution

Implement Sage X3 and enjoy the added benefits of Intelligence Reporting.

## Results

Effectively leveraging Sage Intelligence Reporting has enabled Belmont Meats to increase the rate of data collection and processing. This has enhanced its ability to identify and address issues and streamline production and sales cycles, resulting in substantial return on investment for the business.

*"Choosing Sage X3 and Intelligence Reporting, enables faster growth and increased agility."*

Ryad Ali, Director of finance and accounting, Belmont Meats

### Increased data collection, speed, and accuracy

For Belmont Meats, automating data capturing did not only result in freeing up the capacity of human resources, but it also increased the rate at which important operational information could be collected and made sense of. In turn, this resulted in the acceleration of many business processes ranging from purchasing to manufacturing, inventory, sales, customer service, and financial management.

### Bird's-eye view informs rapid decision making

Eliminating the manual process of data capturing further resulted in a reduced margin for error. This increased data integrity allows informed business decisions to be made rapidly. Another outcome of this transparent up-to-date view is increased visibility of all important business indicators, which, in turn, has led to greater accountability within the Belmont Meats team.

### Sage business partners help customers enhance return on investment

Two important customized reports that Mantralogix assisted with were the sales and inventory reports. The former was quickly automated to distribute at 4 a.m. daily. "This has been well received by our team," explains Ryad Ali, Director of finance and accounting. "In fact, together with the profit and loss reports and data sheet that we pull regularly, this comprises a significant return on investment for Belmont Meats."

By adding budget information to these reports, the team can effortlessly build the finance reporting file that is presented to the board. Since they have one branch but two distinct areas of business, Belmont Meats further required analysis of the profitability of each area. To this end, Mantralogix put together a PivotTable that can simply be refreshed on demand.

### Customized reports empower sales team

The integration of Intelligence Reporting and the customized sales reports has enabled Belmont Meats' sales team to deliver contribution margin reports daily. These reports boast drill-down capability, allowing them to view a specific product, customer, or market segment in detail. Being able to quickly and easily access product profitability information at daily, weekly, and monthly intervals, in particular, has further changed the sales environment for the better.

The inventory and production reports are now used as an important tool to identify issues in production, signaling alarm for them to make corrections within the day, where Belmont Meats previously had to wait between two and three days to access this information. The production cycle is also enhanced, "since the quicker we can do production reporting, the quicker we can do costing," elaborates Ali.

### About Sage Intelligence

Positioned to meet the unique and dynamic needs of small and medium businesses, Sage Intelligence is a flexible business reporting tool that seamlessly interfaces with Sage software and Microsoft in a bid to offer users the freedom to design reports according to their business' unique requirements.

### About Sage

Sage energizes the success of businesses and their communities around the world through the use of smart technology and the imagination of our people. Sage has reimagined business and brings energy, experience, and technology to inspire our customers to fulfill their dreams. We work with a thriving community of entrepreneurs, business owners, tradespeople, accountants, partners, and developers who drive the global economy. Sage is a FTSE 100 company with 14,000 employees in 24 countries.

For more information, visit [Sage.com](http://Sage.com). Follow Sage North America on Facebook, [Facebook.com/Sage](https://www.facebook.com/Sage), and Twitter, [Twitter.com/SageNAmerica](https://twitter.com/SageNAmerica).

---

For more info, visit: [Sage.com](http://Sage.com)  
or contact us at 866-996-7243