

# Automation through Sage Intelligence Reporting advances business processes



Cannon Hygiene S. A. (Pty) Ltd is a hygiene, pest control and washroom services specialist. Originating in the UK, the local operation has over 20 years' experience of bringing innovation through its range of products, services and even business processes. With offices in four regions around South Africa and a staff count of 200 servicing 3000 customers, it is imperative that Cannon Hygiene employs strenuous route planning and strict management of resources to ensure the best possible service.

Maintaining and managing the reporting of this plethora of data was taking up a considerable amount of important management time which was why Cannon Hygiene looked for something more robust, yet flexible to meet its business reporting needs.

## Converting made easy

Possessing an in-depth understanding of Sage Pastel Business Intelligence Centre (BIC) tools relied on in the past meant that the transition to Sage X3 and its Intelligence Reporting tool was a natural progression for Cannon Hygiene. Chris du Toit, Financial Assistant at Cannon Hygiene elaborates that the learning curve was reduced since the Sage Intelligence Reporting functions are "easy to operate". This led to reducing the time required to teach the 32 Sage X3 users how to operate their new reporting software.

## Custom reports with a wide range of options

Known for being an efficient and highly customizable reporting tool, Intelligence Reporting enables Cannon Hygiene to report on different factors. In addition to the capacity to regulate the dimensions of each report, Intelligence Reporting provides the ability to drill down into the finer detail with minimal effort. This leads to less time wasted on checking the data integrity of the reports and allows for more time to be spent on analyzing reports and gaining insights.

## Challenge

Reporting in an Excel format absorbed vast amounts of time, involving cross-checking, balancing and scrutinizing figures from accounts on a monthly basis.

## Solution

Converting from Sage Pastel to Sage X3 and generating reports via Sage's Intelligence Reporting tools.

## Results

The automation of reports and ease with which report dimensions can be adjusted enables Cannon Hygiene to focus on its core business and spend more time analyzing reports than generating them.

## Customer

Cannon Hygiene S.A. (Pty) Ltd

## Industry

Hygiene and Pest Control Services

## Location

Cape Town, South Africa

## Number of locations

Four

## System

Sage X3 version 7 and Cannon Capture (In-house system)

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### **Automation leads to effortless report generation**

Thanks to this market-leading solution, Cannon Hygiene now has “a more efficient reporting system within which reports can more easily be set up,” Chris explains. In addition, Intelligence Reporting allows Cannon Hygiene to run customized reports automatically – something which they have never been able to do before.

### **Reporting trees offer prompt additional insights**

Cannon Hygiene did not stop at report automation. The team created Reporting Trees for their reports. Prior to this implementation, the addition of a new account to the system meant that it had to first be added into as many as eight reporting sheets before any information could be tracked or insight gleaned. These trees offer an instant snapshot view into Cannon Hygiene’s eight branches plus its different cost centers, enabling the company to manage fewer reports, but still keep a finger on the pulse of the business – while offering great time savings too. Not to mention the fact that the branches and cost centers’ financials can effortlessly be sent through to head office and individual branches.

### **Report Designer renders comprehensive graphical representation**

While the creation of Reporting Trees supports the ability to cut through the clutter, Chris notes that he also values being able to “make use of the visual display of the Layout Generator to create the financial layouts and then use the task pane to tailor the reports instantly.” Having this graphical representation of the report not only promotes business understanding but also saves time on analysis.

### **About Sage Intelligence Reporting**

Positioned to meet the unique and dynamic needs of small and medium sized businesses, Sage Intelligence Reporting is a flexible business reporting tool that seamlessly interfaces with Sage software and Microsoft Excel 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 fulfil 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 [www.sage.com](http://www.sage.com).

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