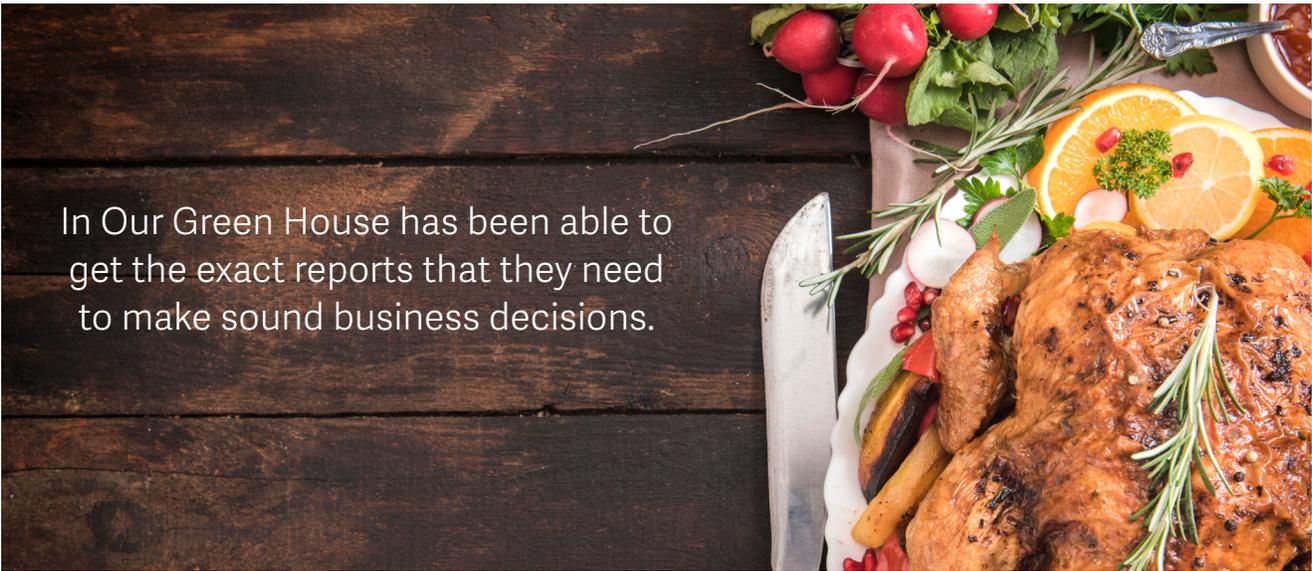


IN OUR GREEN HOUSE BREATHES NEW LIFE INTO THEIR BUSINESS

thanks to Sage Intelligence Reporting



In Our Green House has been able to get the exact reports that they need to make sound business decisions.

Customer

In our Green House

Industry

Food Production

Location

South Africa

System

Sage Pastel Partner

Fresh, home-grown produce, but stale reporting practices

In Our Green House is an innovative company that produces healthy food products for manufacturers, distributors and a wide range of retailers—from large supermarket chains to farm stalls. Their focus is on good health, and this is prevalent in the products they offer to the market, which include; fresh and dried olives, olive oil, balsamic vinegar, and fresh and dried fruits. Some of their products are even cultivated on their own farms in the Western Cape. While In Our Greenhouse have fresh, home-grown products that were thriving, they couldn't say the same about the management of their business's data.

Given their broad customer base, the company had very specific reporting requirements that weren't being met with their previous solution. For instance, they couldn't easily review sales by individual store for their large supermarket chain customers, and they were growing increasingly frustrated by the cumbersome and time-consuming steps they had to take to access this information. Nor could they easily create a report that showed them sales by customer type, such as by distributor or farm stall.

sage Pastel Intelligence Reporting

The business fertilizer In Our Greenhouse needed

This sort of information is vital to an innovative and relatively small business, such as In Our Greenhouse, in a very competitive market. Imagine their delight when Auto Excel, the Sage Pastel business partner for the company, revealed that the type of reporting they had been looking for could be processed automatically using Sage Intelligence Reporting. It wasn't long before Auto Excel successfully implemented Intelligence Reporting for In Our Greenhouse, who started reaping the insightful and time-saving benefits straight away.

The first Sage Intelligence report they produced was in exactly the format they'd been waiting for. Seeing what the program was capable of immediately prompted them to ask for other unique reports to be created by their knowledgeable business partner.

With every request, the reports In Our Greenhouse adopted for their business's data became ever more useful, often delivering the detail they needed in a graphical format and opening their eyes to the power of true business intelligence.

Today, all the reports they run are exactly what the company need to enable them to make sound business decisions, and they're all delivered quickly and efficiently in the familiar environment of Excel—a major bonus for In Our Greenhouse. Susan le Roux, Financial Manager of In Our Green House, has been very impressed with Sage Intelligence Reporting, and sums her experience up perfectly when she says, "It saves us so much time. More importantly, the amount and type of information we can get out of our systems now helps us to make better business decisions."

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Susan le Roux, In Our Green House, Financial Manager



For more information visit:
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