sage

Bidfreight Port
Operations charters
a new course

Bidfreight Port Operations (BPO) was formed in 2004 as a result of the merger of two leading portside companies, Rennies Cargo Terminals and South African Stevedores. This merger enabled BPO to become an organisation that is, in unity, greater than its component parts. BPO's understanding of its clients' needs is based on 150 years of portside experience in Africa.

Growth demands change

Bidfreight Port Operations (BPO) selected Sage 300 Premium, Sage CRM, and Sage 300 Intelligence to provide a complete end-to-end solution for its business needs. Management says the unrivalled functionality of these products takes the company's "In place. On time" philosophy to a new level. While Accpac Dos had served the company well for more than a decade, the time had come to upgrade its systems in line with the substantial growth BPO has experienced since 2005. Sage 300 Premium was selected as the preferred upgrade on recommendation from sister companies within the Rennies Group.

Business Intelligence

The decision to invest in Sage 300 Intelligence at the same time came about as a result of the fact that we were running three separate companies on Sage 300, which made providing timeous and presentable management accounts very challenging. The exercise was extremely labour intensive and finance was constantly under pressure to produce the Management Pack.

Sage 300 Intelligence was able to automate the Management Pack at the click of a button - quite a feat considering that BPO's Sage 300 systems consisted of different charts of accounts, totalling about 23 000 general ledger accounts across some 70 divisions and including non-financial KPIs, as well as tonnage throughput from custom created tables.

Customer
Bidfreight Port Operations

Industry
Import/Export

Location
South Africa

System
Sage 300

Challenge

BPO had experienced significant growth since 2005 and, as a result, recognised that its current Accpac Dos system was no longer meeting the company's requirements.

Solution

Sage 300 Premium, Sage CRM, and Sage 300 Intelligence will provide a complete end-to-end solution for BPO's business needs.

Results

The unrivalled functionality of these systems has laid a solid foundation for positive future growth, and taken the company's "In place. On time" philosophy to a new level.

" *Our expectations have been exceeded in the way Sage 300 Intelligence delivers critical business information from our system.*"

Ravind Sukdeo,
Financial Director,
Bidfreight Port Operations.

Sage 300 Intelligence's ability to extract all this data into a single Excel workbook really proved the solution's flexibility to BPO. Line managers were impressed by the ability to automate profitability analysis reports for their divisions with a real-time extraction into a pre-formatted Excel report in under a minute from a desktop shortcut. This is ideal for managers who don't have time to learn a BI solution but still need access to information on demand in order to make informed decisions.

Paperless environment

The Sage 300 windows transaction processing was decentralised to the extent the users were empowered to input and extract reports with minimal help and in quick time and at their convenience. The Sage 300 /Sage 300 Intelligence solution resulted in the monthly financial results and management packs being produced consistently in record time. The system's flexibility to incorporate workflow will enable growth through efficiencies. BPO is now able to achieve accurate, effective, and efficient reporting on a consistent basis and, as an added bonus, is moving closer to its goal of a paperless environment.

A solid foundation

Sage 300 is a truly global solution which offers the tools and flexibility to successfully accelerate business expansion. Sage CRM provides the company's marketing, sales, and customer service teams with the tools they need to find new customers, close sales faster, and build lasting, more profitable relationships across all channels. This, combined with the robust functionality and benefits of Alchemex BI, has laid a solid foundation for positive future growth at BPO.

"Our expectations have been exceeded in the way Sage 300 Intelligence delivers critical business information from our system. We have converted weeks of repetitive work every month into a few hours. Now that's what I call a measurable return on investment." Ravind Sukdeo, Financial Director, Bidfreight Port Operations.

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**.

For more info, visit: Sage.com
or contact us at +27 11 304 2000