

CUSTOMER SUCCESS



Body 'n Scents Shines With New Sage Software Solution

For more than 50 years, Canadian-based Body 'n Scents has been manufacturing fragrances and a popular hair care product. Although the company had been utilizing an expensive, industrial-strength ERP solution to manage manufacturing and financial processes, when it decided to downsize and focus exclusively on manufacturing hair care products, Body 'n Scents began searching for a more streamlined, cost-effective solution.

Specifically, the company wanted a comprehensive financial and manufacturing software application without the high price tag associated with its high-end ERP system. The new solution also had to be quick to implement and intuitive enough for staff to adapt to easily.

Searching for a Cost-Effective Financial and Manufacturing Solution

The hunt for a new system led Paul Plut, director of operations at Body 'n Scents, to contact Concentrix Business Solutions, a Sage Software business partner located in Toronto. During preliminary meetings, Concentrix and Body 'n Scents conducted an exhaustive analysis of the company's objectives, business processes, and functional requirements, commencing a multi-phase pre-installation process to find the best possible solution. After the thorough analysis, Concentrix recommended that a combination of the Sage Accpac accounting solution and Manufacturing Information Systems' MISys MRP system would achieve the company's requirements.

A Perfect Fit at an Affordable Price

"Our immediate reaction to Concentrix's demonstration of these two products was extremely favorable," says Plut. "The solution was a perfect fit for our business and offered an attractive value proposition. After having used a multimillion-dollar enterprise solution before, we were pleased when we received the estimate for the software, implementation, and training."

MISys, which offers seamless integration with Sage Accpac, proved to be an ideal solution for handling Body 'n Scents' multi-SKU business requirements. It provides essential tools for managing Body 'n Scents' purchasing, planning, and production cycle, which often requires multi-month lead-times. On the accounting side, Body 'n Scents required a strong and flexible solution to effectively manage the financial aspects of its business, and the new Sage Accpac system enables the company to effectively produce financial statements, track cash flow, and collect receivables. In addition, Sage Accpac fit the bill, while also streamlining the entire sales process, from the initial quote to the final invoice.

Customer:

Body 'n Scents

Industry:

Hair Care Products

Location:

Canada

System:

Sage Accpac ERP

Third Party Modules

MISys

CHALLENGE

To replace its costly ERP solution, Body 'n Scents sought a financial and manufacturing solution that offered comprehensive features, quick implementation, and an intuitive interface.

SOLUTION

A combination of Sage Accpac with MISys, a Manufacturing Information Systems product, provides Body 'n Scents with a comprehensive, integrated system that's easy to use and affordable.

RESULTS

The new Sage Accpac system allows Body 'n Scents to increase productivity, streamline processing, and efficiently track key business indicators.

Winning Solution Boosts Productivity

“Compared to other systems, the simplicity and ease of use of our new solution is significant,” says Plut. “Recently, we had a new employee come on board who learned the system very quickly without the typical long-term training. This showed us how user-friendly this system is. Now, we always have a strong sense of where our business is, especially our inventory and financial positions; for example, cash flow, receivables and payables. Moreover, the reporting capabilities are extremely comprehensive. We can produce all of our month-end reports and know our profitability within two days after the close of each month. The reports are easy to read and provide crucial information for measuring and running a business. This is exactly what we were looking for when we began our search for a new solution.”

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