

Three ERPs, One Source of Truth: Specialty Chemicals Manufacturer Unifies Sales, Profitability, and Receivables Reporting.



THE CHALLENGE

- **Fragmented Source Systems:** Data split across Syspro, SAGE, and SAP with no single reporting platform.
- **No Centralized Visibility:** Sales, Gross Margin, Customer Profitability, AR, ARR, and Spend Analysis could not be monitored in one place.
- **Performance Blind Spots:** Limited ability to identify top and bottom performing customers, products, sales representatives, and business units.
- **Weak Receivables Insight:** Poor visibility into outstanding receivables and collection activity.

OUR SOLUTION



Consolidated Reporting Platform

ContinuServe consolidated data from Syspro, SAGE, and SAP into a single reporting platform, enabling stakeholders to monitor KPIs, revenue trends, profitability, and collection performance in near real time.



Dashboards Across Business Units

Power BI dashboards were developed and enhanced for Sales, Customer Profitability, Accounts Receivable, and Revenue Reporting across business units including Pharma, Nutrition, and Cosmetics.



Advanced Performance Analytics

Advanced analytics identify top and bottom performing customers, products, sales representatives, and business units, with requirements gathered directly from stakeholders and translated into self-service KPI monitoring and trend analysis.

IMPACT

01

Systems Unified: 3 ERP sources consolidated into a single near real-time reporting platform.

02

Collections Visibility Improved: Dashboards give business users clear insight into outstanding receivables and collection activity.

03

Decisions Made Targeted: Top and bottom performer analytics across customers, products, representatives, and business units enable focused action.