



SUCCESS STORY

## Access to real-time data helps distributor scale its operations

*Sage Data & Analytics provides HJS Packaging & Distribution with detailed, actionable data*

HJS Packaging & Distribution (HJS) helps some of the world's most recognizable brands improve efficiency and increase profits through innovative solutions in private-label packaging, inventory management, global distribution, and order fulfillment services. With distribution centers across the U.S., Canada, Europe, and Asia, HJS helps its customers stay focused on running their businesses, while it handles the logistics. Staying out in front requires real-time actionable data, and HJS relies on Sage 100 and Sage Data & Analytics to deliver that data.

**Key outcomes:**

- Financial reporting time cut by 50 percent.
- Actionable data available immediately after installation.
- Real-time insight into operations speeds decision making.
- Orders quadrupled due to automated workflow, requiring few additional hires.
- Reports and dashboards are easily customized by staff, saving time and money.

"We solve supply chain challenges for our clients so they can focus on running successful businesses," explains Dean Beck, Vice President and Chief Financial Officer for HJS. "In turn, we rely on Sage 100 and Sage Data & Analytics to ensure we're operating our own company at maximum efficiency."



Company

**HJS Packaging & Distribution**

Location

**Wisconsin, US**

Industry

**Logistics and Transportation**

Sage Solution

**Sage 100**

For more info, visit

<https://www.sage.com/en-us/products/sage-100cloud/>



*HJS has quadrupled its order volume with nominal increases to its employee headcount.*

**“Now we run the business on real-time facts, keeping our finger on the pulse of operations, and making strategic decisions more quickly.”**

Dean Beck, VP & CFO, HJS Packaging and Distribution

#### **Global expansion requires better insight**

When Dean started with HJS four years ago, the company had not yet expanded beyond the U.S. borders. “The business was about to get much more complicated,” he explains. “To scale HJS effectively, we needed advanced capabilities and broad, deep visibility into the financial and operational aspects of the company.”

Dean says the company briefly entertained the idea of switching to another ERP application, but their business partner convinced them otherwise. “Essentially, they told us we had a Ferrari under the hood, and after the reimplementation, we’d be off to the races. They re-implemented Sage 100 for us based on our current, more complex business structure. In addition, we added several complementary applications, including Sage Data & Analytics, and revamped our chart of accounts to make it simpler and more scalable.”

#### **Financial reporting period halved**

Since Sage Data & Analytics is a cloud-based application, there is no additional IT burden for HJS. Implementation is quick and easy, and HJS can configure the software to refresh its data and associated analytics on any schedule desired to provide near real-time information. “We had dashboards and reports within five minutes of the software installation,” says Dean. “We just switched it on and had data we could use.”

After only a few months of using Sage Data & Analytics, the company realized a significant return on its investment. “We’ve cut our financial reporting time in half, but that’s not even the biggest benefit of Sage Data & Analytics. The biggest benefit is the speed with which we can disseminate information. Our management meetings are more productive now as we can quickly identify cost anomalies, trends, or potential issues with a warehouse or vendor before it’s too late to take corrective action.”

#### **Quadrupled orders without multiplying staff**

HJS contracts with independent warehouses around the world, and each warehouse accesses Sage 100 directly over the company’s secure network to pick, pack, and ship orders. With the technology, the business model is inherently scalable, allowing HJS to process an enormous order volume with a smaller number of direct staff.



*Sage Data & Analytics provides HJS with a sightline into the business it previously lacked.*

## “Our order volume has quadrupled, yet we’ve hired few additional employees.”

Dean Beck, VP & CFO, HJS Packaging and Distribution

“Our goal was to double the business without doubling our staff, and we achieved that,” Dean says. “In actuality, our order volume has quadrupled, yet we’ve hired very few additional employees. Sage 100 allows us to handle tremendous growth while providing deep insight into our operations along the way.”

### **Hunches replaced by facts**

Sage Data & Analytics gives HJS a sightline into the business it never had before. “For example, we can review profitability by warehouse, by customer, and by product line,” says Dean. “That visibility was invaluable during the pandemic. As supply chains everywhere were interrupted globally, we were able to be strategic about which orders to fill and when.”

HJS staff leverages Sage Data & Analytics dashboards to provide fast, easy access to the information needed to do their jobs. “Often, it’s more intuitive to see a graph or a chart,” notes Dean. “We’re making complicated decisions with ramifications for ourselves and our customers, so we need to be certain we’re considering our data from every angle.”

He concludes, “Previously, we felt we were largely in the dark, running the company based on our experience and hunches. Now we run the business on real-time facts, keeping our finger on the pulse of operations, and making strategic decisions more quickly.”

### **About Sage 100**

Sage 100 is a simple, flexible and connected end-to-end business management solution that can help manage your discrete manufacturing, wholesale distribution, and professional service processes. To learn more, ask your partner about Sage Data & Analytics for Sage 100.