SUCCESS STORY

Autonomy and Efficiency Gains for Mispro with Sage Enterprise Intelligence

Sage Tech Partner
Plus

INDUSTRY

Biotechnology

LOCATION

Montreal,
Quebec

SYSTEMS

Sage 300

Sage Enterprise
Intelligence

Mispro offers Biotechnology scientists turnkey laboratory space and services for In-Vivo research in controlled environments. Founded in Montreal in 2003, Mispro Biotech Services provides reliable and replicable data collection with its nine sites from the East to the West Coast.

To meet the demand for biomedical research, Mispro aims to operate fifty sites within five years. With the help of Genatec, Mispro's system integrator, and the company's power duo of Sage 300 and Sage Enterprise Intelligence (SEI) , Denis Archambault is more confident than ever that this goal is within reach.

Challenges of Manual Reporting

Denis Archambault, Mispro's Chief Financial Officer, joined Mispro in 2019. When Denis first joined, he was introduced to their Sage system integrator, Genatec, who had successfully integrated Mispro's ERP system, Sage 300.

For years, Mispro operated smoothly without the need to integrate a powerful business intelligence solution. However, as the company continued to expand with more sites in new regions, manual reporting became increasingly challenging and time-consuming.

"There was a lot of Excel manipulation; a lot of copy and paste, a lot of pivot tables," says Denis. "Having to replicate these meant tons of extra work. It was very demanding on the team and unproductive for our company. Mostly it was data dumping and pivoting. You can do these things in Excel, but you must repeat them every time."

Unlocking the Possibilities of SEI

Mispro was looking for a tool to provide real-time, enterprise-wide data and the ability to drill-down to financial information. Rainer Zimmerman, Genatec's VP of Business Development, and Benoit Brasseur, Genatec's SEI Consultant, introduced Mispro to SEI, and they were blown away by the results. "Now we're SEI addicts" says Denis.

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DENIS ARCHAMBAULT
CHIEF FINANCIAL OFFICER
MISPRO

"I wasn't available for the first demo, so my controller and assistant controller participated in the first SEI presentation, and right away they called me and said, "Denis, you need to see this." Then I had a training session, and from that moment on, we decided to go with SEI."

"One of our biggest challenges was not having the ability to drill-down. SEI came along and allowed us to better understand and gather our data, and map out what best suited our reporting needs. We needed to have information at the cost center level, so we grouped them together. We were able to report by cost center thanks to SEI; otherwise, it was impossible to do that."

Mispro had previously developed a report they needed in another business reporting tool, Sage Intelligence (SI). When it came time to mirror that report in SEI, Denis was shocked at the result. "It didn't take long, that's the thing," says Denis. "Benoit Brasseur was able to replicate the report in SEI, which took more than a month to create in SI, in less than a week. Developing the same report in SEI was eye-opening; we saw other possibilities, like integrating cost centers and pushing the tool further by creating dashboards, etc."

Autonomy and Efficiency Gains

Mispro chose SEI because it allows them to drill-down to enterprise-wide data in real-time, helping them towards their goals of expansion. Denis has a vision of where he would like SEI to take them, having a view of their entities in the United States and Canada and a global entity for the investors to look at his numbers. They currently have nine sites, with an expansion plan that will take them to about fifty sites in the next five years.

Thanks to SEI, the need for an additional full-time financial analyst is eliminated, saving the business roughly $100,000. SEI's dashboard provides an easy way to manipulate and analyze the data, allowing Mispro's board of directors, employees, and management to quickly find answers to their questions. Mispro's financial advisor is thrilled at the speed at which they can now access information.

"For me, the best part is the speed of access to my reports, which I can create for myself, and can modify as I wish."

DENIS ARCHAMBAULT
CHIEF FINANCIAL OFFICER
MISPRO

Denis' favourite benefit of SEI? His autonomy, he explains. "I work more and it allows me not to have to ask people for information on the weekends. I can easily implement my ideas, see the results, and work at my own pace. " Denis often spends time with his two daughters who live in France. "When I work from there, the time zone is completely different. SEI allows me to produce all the information I need without having to disturb others. It's a less costly and much more effective way to work."

Sage Enterprise Intelligence – More than BI

SEI is a fully Cloud enabled Business Intelligence and Data Management solution that helps organizations make informed decisions based on real-time data. It empowers all users with a simple interface to access and analyze data in a self-sufficient manner and eliminates the need for disparate tools and specialized skills.