nectari

Sage Enterprise Intelligence

SUCCESS STORY

Transforming ERP with Advanced BI: 4Sight Holdings' Partnership with Nectari

Sage Tech Partner Plus

PARTNER

LOCATION

Fourways,
Sandton, South
Africa

DATE FOUNDED

2017

4Sight is a listed JSE AltX (ticker: 4SI) multi-national, diversified technology group. Its strategic vision is Digital AI Transformation for businesses. The Information Technologies (IT) cluster enables digital AI transformation of ERP, human resources management, payroll, CRM, and accounting with business process management, data visualization, reporting and dashboards and secure, cost-effective cloud solutions on demand. Supported by a robust team of over 450 employees and a commitment to innovation and excellence, 4Sight leverages its deep domain expertise to assist customers in making better and more informed decisions in the modern digital economy.

Partnership with Nectari

The partnership between 4Sight and Nectari began as a strategic move to enhance their reporting offerings in the ERP space. With a longstanding relationship with Sage, 4Sight saw the potential in integrating Nectari's Sage Enterprise Intelligence (SEI) to provide a superior reporting and analytics solution. This collaboration has been instrumental in offering customers a mature and robust BI tool that complements their ERP solutions.

Selection and Integration of SEI

4Sight's decision to represent SEI stemmed from the need for a reliable and advanced BI solution capable of meeting the demands of its data-intensive customers. While 4Sight's ERP solutions initially included standard reporting tools, it became clear that a more robust solution was needed to offer in-depth reporting and dynamic dashboards. SEI perfectly complemented their offerings by providing essential features like real-time data access and pre-built templates. This partnership ensured that 4Sight could deliver the comprehensive, high-performance BI capabilities their clients required.

Implementation and Sales Strategy

4Sight has integrated SEI into its sales process right from the initial phase. They emphasize the advantages of SEI, such as its ability to deliver immediate and accurate results, significantly reducing the time required for financial reporting. By including SEI in their proposals, 4Sight ensures that customers receive a comprehensive solution that enhances the insights and overall value of their ERP systems.

Customer Impact and Benefits

The integration of SEI has brought numerous benefits to 4Sight's customers. Key advantages include:

Real-time Data Access: SEI's ability to read directly from ERP systems eliminates the need for data warehousing, instantly providing customers with up-to-date information. This enables customers to make timely and informed decisions. Yvonne Jacobs, 4Sight's Business Intelligence & Analytics Lead, emphasized, "A big advantage to me is that there's no data warehouse. SEI reads live directly from the ERP system."

Ease of Use: SEI's pre-built reports and templates reduce the setup time and effort required, allowing customers to focus on analysis rather than data preparation. Jacobs noted, "SEI comes with a comprehensive set of pre-built reports and pre-configured data models that connect directly to the database. This significantly reduces the time and effort required to get the product up and running."

Enhanced Reporting Capabilities: SEI provides robust and comprehensive reporting tools that offer deeper insights and improved data visualization, helping customers better understand their operations and make strategic decisions.

Customization and Flexibility: SEI customers can tailor reports and dashboards to meet their specific needs, providing a more personalized and effective BI solution.

Improved Efficiency and Productivity: SEI helps customers streamline the reporting process and reduce the time required to generate reports.

Scalability: SEI's scalable architecture supports customers' growing data needs, making it an ideal solution for businesses of all sizes and industries.

> **"What we like about SEI is the ease with which we can pull information and build demonstrations. It allows us to show proof of concepts very quickly during the sales process, which is a huge advantage."**

JAN JANSEN VAN VUUREN
IT SALES DIRECTOR
4SIGHT HOLDINGS

Customer Feedback and ROI

Customers have reported significant improvements in their reporting processes. Jacobs mentioned, "Customers go from a week to preparing financials to now having the running reports within a day." The flexibility and ease of integration with existing systems have been highlighted as major strengths. Additionally, SEI's role in enhancing overall client satisfaction and providing immediate ROI through improved data visibility and decision-making capabilities has been repeatedly acknowledged.

> **"SEI has helped us achieve a very good attach rate with our new ERP deals, significantly enhancing the value we provide to our clients."**

JAN JANSEN VAN VUUREN
IT SALES DIRECTOR
4SIGHT HOLDINGS

Conclusion

The partnership between 4Sight and Nectari exemplifies a successful collaboration that leverages advanced BI tools to enhance ERP offerings. By integrating SEI, 4Sight has improved its service offerings and provided its customers with a powerful tool to drive efficiency and informed decision-making. This case study underscores the importance of strategic partnerships in delivering comprehensive and impactful solutions to clients.

Jansen van Vuuren concluded, "SEI is a product that fits well with our ERP systems, and the support we've received from the Nectari team has been excellent. It's definitely a product we believe in and continue to advocate for our customers."