



SUCCESS STORY

# Restoring Trust and Speed in Project Reporting with Nectari & Sage Intacct

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## INDUSTRY

Government  
Consulting  
(private contractor)

## LOCATION

Ottawa,  
Canada

## SYSTEMS

Nectari  
Sage Intacct



At the client's request, the company name and individual names in this success story have been withheld for confidentiality.

The client is a private company that provides audit and management consulting services to the government, with agencies outsourcing specialized services to its team. More specifically, they focus exclusively on bringing the Canadian public sector leading tools and technologies while upholding stringent security, privacy, and compliance regulations.

The client runs on Sage Intacct, a powerful ERP platform with native financial reporting capabilities. However, their highly specific, project-focused needs called for a complementary approach to data and reporting. As the business scaled, project reporting became a strategic challenge; speed, reliability, and adaptability were essential.

### The Breaking Point

The Financial Controller of the company explains that creating tailored reports often required additional technical support, taking time away from managing projects. To solve these issues without disrupting their core Sage Intacct environment, they looked for a solution that could operate in perfect harmony alongside it. Nectari was selected for its seamless integration, enabling rapid, customizable reporting while preserving Intacct's reliability. Today, project managers receive timely, accurate reports, and the client benefits from streamlined data consolidation and calculation, all while preserving the integrity of its robust ERP foundation.



## Choosing Nectari

At first, the Financial Controller was drawn to Nectari based on the range of capabilities it could deliver. But it was the very first conversation that set it apart. Rather than simply showcasing features, the Nectari team took the time to understand the company's day-to-day realities. The Nectari team focused on showing how the platform would work for their reality, not just presenting the shiny capabilities.

"They actually demonstrated it in a way that made us believe, yes, they can really do what they claim. That was a huge deal-maker for us." The Financial Controller adds, "I was shocked by how much Nima (Director of Business Development at Nectari) helped me."

For her, how fast and easy it was to turn requirements into working reports restored her confidence and set the tone for implementation.

## Fast Results, Trusted Partnership

Nectari now powers the client's project management reporting. The team consolidated profits, expenses, budgets, billing, and hours data at the project level, surfaced invoices paid and unpaid, and exposed remaining billing amounts and hours spent after specific projects.

The result is a comprehensive operational view that closes the month faster and supports day-to-day decisions. What stood out to them the most was how fast and easy it was to compose the views.

This speed and ease are reinforced by Nectari's support model, which matches how the client likes to work: live, collaborative, and fast. As the company's primary contact, Shiva, Senior BI Consultant at Nectari, instantly became an extension of the team. Her live sessions with the client made requirements turn into working reports on the fly.

She's [Shiva] always there for me," the Financial Controller says, explaining the cadence that makes progress feel effortless: "She replies every time I send an email... Between the clients, she's there for me, absolutely." For her, that responsiveness has turned Nectari from just a reporting solution into a trusted partner that keeps progress moving without delay.

### **From Time Saved to Smarter Decisions**

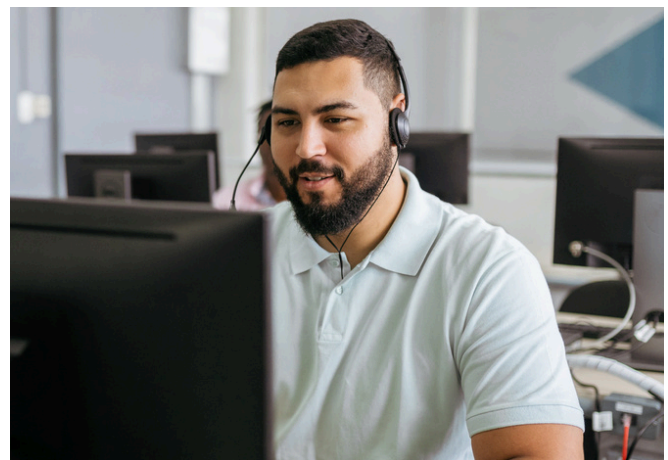
The efficiency gains are tangible: teams report faster, more accurate reporting and a noticeable reduction in stress. The Financial Controller now has greater control and no longer relies heavily on support to get data flowing; a change she cites as her favorite benefit.

With accurate data readily available, project managers across a group of thirty are saving five to ten hours each month. The Financial Controller herself replaced two Sage Intacct exports and weekly Excel pivots with automated Nectari views, saving half a day's work every month.

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More importantly, the team can focus on value-added work that drives the business, eliminating much of the "waiting to work" time that used to delay reports.

Thanks to consistent, near-instant reporting, managers can see whether they're within budget and confirm they are meeting the planned profit margin. They can analyze performance across diverse project types and sectors including IT risk, audit, non-financial audit, and financial advisory services, all using the same trusted data model. As the Financial Controller puts it, "All the data is theirs for them to analyze," which shifts responsibility away from the Finance team and empowers managers to own their numbers with full visibility at any time. The impact is clear: Nectari has been truly transformational for the client as a Sage Intacct user.



## A Future Built on Insight and Trust

The company views Nectari as the foundation for modernizing beyond spreadsheets. With direct access to their data, the team plans to invest in dashboards and gradually move all manual Excel work into Nectari over the next couple of years.

Since Nectari's workbooks are embedded in Sage Intacct, users can create and customize reports in a familiar, spreadsheet-style interface without ever leaving the ERP, a capability the Financial Controller cites as a favorite: "I love the fact that Nectari is not just a reporting system. They have workbooks. It looks like Excel, but it's not Excel. You can actually build the reports there. So, if you're an Excel lover, there you go. You can have the presentation in the way that you're used to. There are options you can build with those reports."

For the client, the partnership is defined by reliability, capability, and people who follow through. "Nectari makes a great partner because of their support. That's important. They deliver what they promise. Nectari is a powerful tool to build reports." The Financial Controller is candid about the value Nectari delivers: "I consider it well-invested money, especially when you need a solid and robust system. I love the system. People in my company love the tool. I hear only positive feedback."

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**nectari**

**Nectari – More than BI**

Nectari is a fully integrated business intelligence and data management platform that empowers organizations to make smarter, faster decisions with real-time data, guided by an AI Copilot that transforms complex information into clear insights and confident next steps.