Axis Global Partners Helps The Brewery Works Realize Increased Operational Efficiency within Sage ERP Accpac

SUCCESS STORY

Industry:
Commercial Real Estate Leasing

Company:
The Brewery Works, Inc.
www.Schlitzpark.com

Opportunity:
The Brewery Works, Inc. had implemented Sage ERP Accpac to help them with their accounting process, but they found they needed some additional expertise when it came to their system and enlisted the help of Axis Global Partners.
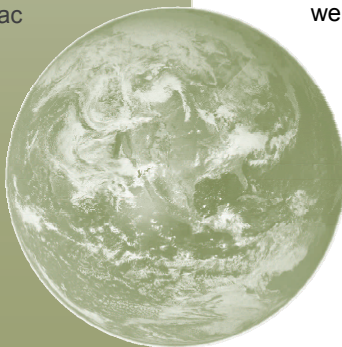
Solution:
Axis Global Partners recommended implementing both the Accounts Receivable and Inter-Entity modules to help The Brewery Works team reduce the manual work and increase productivity.

Results:
The Brewery Works' accounts receivable process is now automated and integrated with their general ledger and financial statements, and they are saving a lot of time and headaches with automated due to / due from processing and reports with Inter-Entity.

System:
Sage ERP Accpac

Wellspring PrintBoss

Orchid Process Scheduler

Orchid Inter-Entity

Formerly known as the Joseph Schlitz Brewing Company, the area of Schlitz Park now operates as a landmark riverfront office community in Milwaukee, Wisconsin. When the brewing company closed in 1982, the land was purchased by a group of families who joined together and created The Brewery Works, Inc. Their stable leadership has been at the forefront of commercial development and tenant amenities while respecting and protecting the heritage of this historic area, once known for 'The Beer That Made Milwaukee Famous'.

A Day in the life at Schlitz Park Determines Business Process Improvements

With more economic development than any other area in the city, Schlitz Park boasts over 1.5 million square feet of buildings, expansive green space, and ample parking, providing commercial real estate and leasing for more than 4,300 people. The Brewery Works' property management accounting staff handles around 25 tenants in 6 different buildings. They implemented Sage ERP Accpac to help them with their accounting process, but they found that they needed some additional expertise when it came to their system. Sue Press, Controller for The Brewery Works explains, "The way we were producing our financials was very cumbersome, and I knew there had to be ways in which we could streamline our process. We definitely wanted to make sure we were doing everything as efficiently as possible so we began looking for help. We met Tony Chiodo at a Sage ERP Accpac user's group meeting, and were impressed with his knowledge and expertise not only in the software but in business as well."

To better understand The Brewery Works' needs, Axis went through 'a day in the life' of the accounting team. "During this process I asked the team *why* probably a thousand times," Tony laughs. "Our philosophy is to keep asking questions until we thoroughly understand their business processes. Once we gain a complete understanding, we are able to utilize our accounting background and software knowledge to help them do what they need to do more efficiently and effectively. In this case, The Brewery Works ultimately wanted to be able to do their work more productively…from processing accounts receivable and generating financial statements, to increasing automation and reducing manual work."
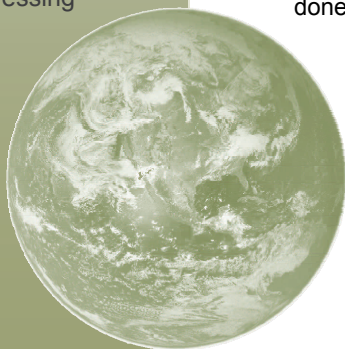
Leveraging Technology to Gain Efficiency

One of Axis' initial findings was that The Brewery Works was performing a significant number of manual processes in order to track their billing, outstanding receivables, and collections efforts. Our recommendation was to implement the Sage ERP Accpac Accounts Receivable module to automate the billing, cash receipt, and accounts receivable aging processes. Additionally this solution allowed The Brewery Works to integrate invoicing and accounts receivables with their general ledger and financial statements.

Axis Global Partners is a team of certified business consultants serving small to mid-sized businesses throughout the United States, Canada, Latin America and the Caribbean. We improve our clients' top and bottom lines with automation solutions that increase profits, decrease costs and pay for themselves in the shortest period of time possible.

Our company is led by industry experts specializing in business processes and solutions. We brainstorm all possible improvements to fit your business needs and close the gap between potential and actual performance. We inspire trust by taking responsibility, acting ethically and encouraging honest and open discussion while focusing on your most pressing challenges to deliver innovative and effective solutions.

Next Axis implemented the Inter-Entity module. The Brewery Works' accounting process is highly specialized in that each building is set up as a separate entity within Sage ERP Accpac but many of their transactions span more than one entity. The Brewery Works staff previously entered each transaction into each entity that was involved, *and* separately tracked the due-to / due from balances in Excel to keep intercompany balances reconciled. The Inter-Entity module automated this time-consuming practice by enabling them to input a transaction once, which then simultaneously updates each individual entity's financial record. Even better, it manages the due-to / due from process between entities so they no longer have to track it outside of the system; saving time and reducing overtime expenditures.

Axis' Support of The Brewery Works' Sage ERP Accpac Software Leads to an Improved Process

The added modules have greatly improved the functionality within The Brewery Works' system. "It saves us a lot of time and headaches," explains Sue. "When we were doing it manually – if we didn't reconcile to the general ledger we'd have to go through the entire process again to find the error. Having all of the modules integrated into one system reduces the natural errors that occur with duplicate data entry, and gives us peace of mind knowing that everything is entered correctly. It has enabled us to get our work done during normal work hours instead of having to work late!"

Throughout the entire process, The Brewery Works team has been continuously impressed by Axis Global Partners' expertise. "Whenever we run into something we don't

understand within Sage ERP Accpac, we call Axis and get help right away. They always impress us with their knowledge, and willingness to look into our problem, help us solve it, and then train us on how to avoid it in the future," reflects Sue. Tony adds, "Our goal is to transfer knowledge to our clients and make them as self-sufficient as they want to be so that they can use their system to the best of their ability without having to be dependent upon us. The more self sufficient we can make them the better – that way when they do invest in new software they get the fastest and highest possible return on their software investment."

Ultimately, Axis has been able to help The Brewery Works better leverage their technology in order to increase their operational efficiency across the board. "They are a complete service provider," emphasizes Sue. "I think a lot of times there are many companies out there who just sell software packages, but know nothing about accounting so they can't really help people. Axis' knowledge integrates a complete understanding of the software product with their proficiency in hardware and accounting processes providing a truly complete and well-rounded service."

The Brewery Works is excited about continuing their system improvements and is now in the process of adding GL Consolidations to their Sage ERP Accpac software solution. Currently processing cash flow projections and income statement consolidation by hand in Excel can be quite an ordeal with a dozen separate companies. Sue believes that it will save her even more time by giving her the added functionality to turn a days' long process into one she can complete in minutes!