

# Importer BM Polyco Finds the ‘Wow’ Factor with Jet Professional Financial Reporting



Fast. Accurate. Anywhere.



An importer and distributor of industrial gloves, BM Polyco has grown to become one of Europe’s largest technical glove companies in the Industrial, Medical and Consumer hand protection sectors. IT Director Neal Carter shares how BM Polyco uses Jet Professional to simplify reporting and empower users.

With over 100 employees and growing, BM Polyco leads the market by offering cost-effective solutions to customers’ hand protection needs. In addition to a state-of-the-art production facility located at their head office in Enfield, UK BM Polyco has built manufacturing partnerships in Sri Lanka, Malaysia and China.

**“We wanted something graphical and simple with more of a ‘wow’ factor.”**

**- Neal Carter**  
IT Director for BM Polyco

As the company released innovative new products, they outgrew their UNIX-based system and decided to purchase Microsoft Dynamics® NAV in 2005. While Dynamics NAV performed well for order processing, transactions and financials, Neal Carter, IT Director for BM Polyco, said it wasn’t an ideal solution for the complex reporting needs of the company.

## **The Challenge**

Multiple reporting databases were cumbersome and inefficient

To enable the analysis the company required, the IT department created several custom Microsoft Access databases to analyze the data from Dynamics NAV. Over time, however, complex and conflicting processes made this system difficult to manage and scale.

“We would have 20 or 30 different databases, all doing different types of things that people would use – and sometimes the data could be locked because of the way NAV works, and if it was something in Access, it could be locked in NAV and vice versa,” said Carter.

In addition, the company’s financial accounts weren’t balancing with the sales figures due to data discrepancies within NAV. Complicated internal reporting also made it difficult for the sales staff to get information about their accounts quickly.

“Before, salespeople used to have to request pricing information from product managers in the company, and they would do this, one at a time, for the product they needed it for,” said Carter. “They would work out margins themselves and find a convoluted way of creating a spreadsheet from scratch – and it would take them days to do.”

## The Solution

Empowering users to write reports and analyze results

During the implementation phase, with the help of K3 Business Solutions, the company began to rely more and more on the powerful reporting functionality of Jet Professional. Once running in Jet, the pricing report that used to take days to produce, now just takes an hour – without any complex, cross-department requests.

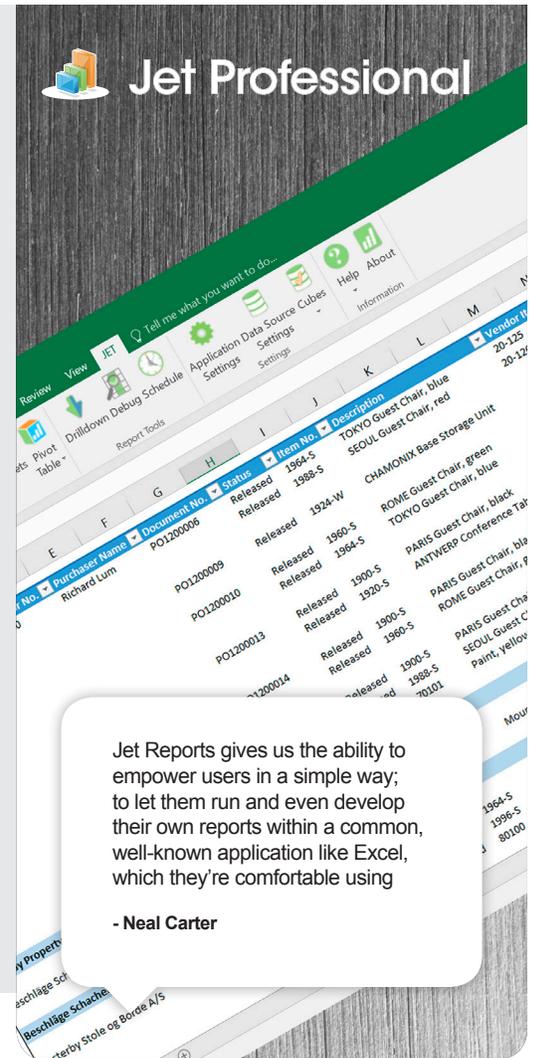
“Now they get a spreadsheet for pricing with Jet Professional. Within an hour it’s complete, and everybody’s happy. This not only helps the salesperson, but it frees the product manager up for doing their normal day-to-day job instead of reciprocating pricing information backward and forward,” said Carter.

## The Results

A flexible, personalized view

Since implementing Jet Professional, the company has seen a number of improvements which make for a more efficient process—including accurate data. And a familiar interface has made it easy for users to create the reports they need.

“Jet Reports gives us the ability to empower users in a simple way; to let them run and even develop their own reports within a common, well-known application like Excel, which they’re comfortable using,” said Carter. “Now our end users can use Jet Professional, they can run reports with different variables at run time to see this supplier, or this customer, this product, or this variation of all those – and get accurate, up-to-date information very quickly.”



“Jet Reports brings through accurate data – data that, when it’s rolled up and summarized, is a: what it is and b: users can drill down on the spreadsheet linking to NAV and see it for themselves. There are a lot of people who want trust in what they’re analyzing. Prior to using Jet, we might not have been able to verify everything. Now they can see exactly where it’s coming from. Jet Professional just makes things accurate,” said Carter.

In the future, Neal Carter sees a common formula for successful, efficient reporting.

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Over 11,300 companies rely on Jet Reports every day for their financial reporting.

