

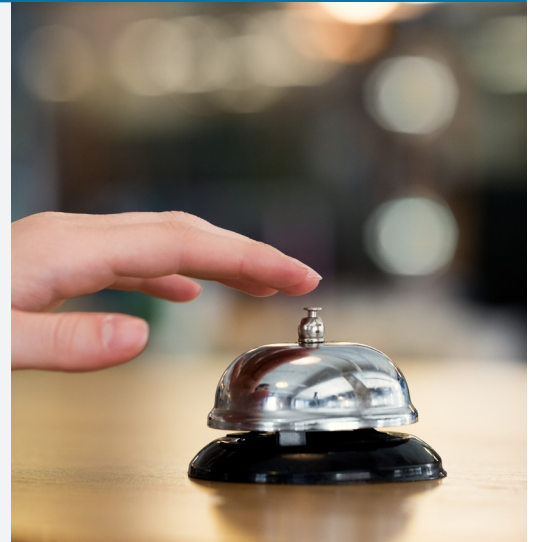
# Rossmore Management Group Improves Reporting Efficiency by 70%



**Rossmore Management Group is a hotel management and development company with a staff of 82 employees.**

Saying they're customer centric is an understatement, their mission is to enrich every guest's experience through high quality, effective end-to-end management operations. Initially founded in the 1970's as a family owned business, "*Rossmore Management Group has over 100 years of collective experience supporting its customers and exceeding their expectations.*"

Conveniently located near and around Atlanta, Georgia, chances are you've heard of one of their name brand locations such as the Country Inn and Suites or the Staybridge Suites- Buckhead. Their broad range of services includes hotel management, development, and renovations.



## The Challenge

The need to easily and quickly create multiple reports from anywhere, at any time, in the format desired

Managing several aspects of hotel renovations in tandem with hotel management services has created a unique reporting demand for owner, Raj Patel. Although he could create reports in Excel, at the end of the day it couldn't produce the kind of reports he needed. Because of this challenge, Raj decided to give all reporting requests to his support team as he didn't have the time to learn their reporting tool, Microsoft Management Reporter for GP.

Once the reports were created, Raj would review and try to make simple changes, but often had to send them back to the support team. He continued with having his support team create the reports he needed, knowing even that wasn't the most efficient or effective solution. Raj admits he didn't have the interest to learn Management Reporter because "it wasn't flexible and couldn't complete complex formulas or format reports the way I wanted."

Then, his reporting needs dramatically changed and increased. Raj started doing business overseas and he knew they had to find a better reporting solution.

"About 2 years ago, we started doing a lot of deals with overseas investors and that was when I realized we needed to step up our game on the reporting front. It was cumbersome for me to keep going back to my support partners saying, 'Okay, now I need this report, now I need that report, especially when I knew

that if there was an easier way of putting them [the reports] together, I could do it myself."

"I did a Google search and we came across one operational report that we needed to put together. We needed to do it every month and I hired our support team to do it. They did it and it still didn't come out the way I needed. I was not confident in showing that level of reporting to my investors. I think it would have reflected poorly on me and my company."

"At that point, they started working on another operational report for me and it took a month and a half to put just one report together. They were working with me to determine where the data was coming from, how the numbers were calculated, and so we were going back and forth. Then they finally gave me the report and I was just really disappointed. It wasn't their fault, it came down to the limitations of Management Reporter."

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Raj Patel,  
Owner, Rossmore Management Group



**Jet Express**  
for Excel

## The Solution

A fast time-to-value, easy to use, out-of-the-box reporting solution

Dissatisfied with the report he received, Raj, an experienced Excel user, returned to Google and downloaded Jet Express for Excel from Jet Reports.

"I just sat myself down at home, used Jet Express, and was able to put the report together in 3 hours." **The difference was astounding.**

"We have standardized accounts between all of our hotels and the nice part about using Jet Express was that all I needed to do was change the company/business unit source and BOOM! I had the same exact report for another hotel." No longer did he need to create individual reports from scratch.

"For this particular type of operational report we wanted, using Management Reporter really made it tough to accomplish what we wanted to do. We just couldn't do it."

Gaining a noticeable difference in reporting time, Raj decided to upgrade to Jet Professional after using Jet Express regularly. He wanted to be able to share the information easily with his investors, general managers, and employees.

"The best part of using Jet Professional now, is that after our year-end meeting, I was able to put a report together in 5 minutes and have it distributed to each of our general managers 5 minutes after that because of the Web Portal feature from Jet Professional." A total of 10 minutes is a vast difference from taking days to generate one report.

"We didn't want to spend money on something that just solves one particular problem, and I didn't want to keep reaching out to my support partners each time I needed a small report put together. I know how to use Excel. Data is data, but if you can't pull a report from it, it's useless."

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**Download  
Jet Express for Excel**

[www.jetreports.com/jet-express](http://www.jetreports.com/jet-express)

## The Results

70% time savings and real-time reporting with collaboration and sharing through the Jet Reports Web Portal

Users within the Rossmore Management Group are now able to access and run the same reports whenever they want, without having to wait on someone else like Raj, or external support teams, to create the reports for them. "Using Jet Reports saves me 70% of my time because once the report is done, I no longer have to run each report on my end, print to PDF, and then email them out. Now my people can run the reports whenever they want and pull the data. They don't need to wait on me or anyone else. It's become an easier workflow because you're not waiting on someone to get the data to you, you can pull it whenever you want."

He offers advice to other company's using Microsoft Dynamics GP looking for a reporting solution: "The best advice I can give you is to find a solution that leverages Excel. In today's industry, everyone knows how to use Excel – and that will be the easiest reporting migration that you can make because 80% of what you need to know, you already know. With Jet Reports, it's just the question of understanding how to use the Jet Ribbon and how Jet pulls data from your database- that's all you need to know! The migration time is significantly less. I mean, look at me, I [downloaded the Express](#) version and I was up and running in three hours since it's an out-of-the box solution."

To learn more about Jet Reports, please visit us online today.

[www.jetreports.com](http://www.jetreports.com)

Jet Reports delivers unparalleled access to data through fast and flexible reporting and business analytics solutions that are cost effective, provide rapid time-to-value and are built specifically for the needs of Microsoft ERP users.

**JetReports**<sup>®</sup>

Fast. Accurate. Anywhere.



**Microsoft** Partner

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