

# Jet Reports®



## CASE STUDY: Express Concepts Inc.

“We reduced pages of statements and reports down to one spreadsheet that drills into Navision for the details. Managers love it! We all love it.”

Connie Adams, CFO at Express Concepts, Inc.

### **A Few Months Earlier...**

*Connie's accounting team nervously waited to walk into another tortuous monthly meeting. Connie knew they would be asked pointed questions they couldn't easily answer. They hated not having the details about their business at their fingertips. They knew the answers lie somewhere in the reports, and the financial statements. The system collected all the data...their frustration simmered because they couldn't get it.*

*Connie and her team had worked long hours digging through the reports, crunching endless numbers by hand. They killed themselves getting ready for the meeting, reviewing pages and pages of data. During the meetings they flipped through a two-inch thick stack of papers searching for the information, only to find it was weeks old. They tried to get the answers. They couldn't. They were miserable. It just wasn't fun.*

### **Express Concepts**

Connie is the CFO at Express Concepts, a \$15 million a year operation. The management team looks to Connie to supply all the information to run the operation efficiently and profitably. The management team insists on access to the right business intelligence when they need it.

Express Concepts runs two 24-hour auto service complexes in the Seattle area. Each complex has multiple business departments. Express Concepts expects department managers to operate their departments at peak efficiency at all times. It takes careful, detailed attention to all operational activities.

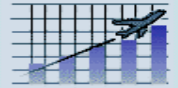


### **How to Make Money**

Express Concepts makes money in a low-margin, high-volume, extremely volatile market. The managers adjust their operations daily to the changing environment, literally. When the weather brightens, customers flock to the gas islands, car washes, and lube shop. The management team responds providing more services to customers. When the rain and ice hit the city, customers trickle in. The team trims staff hours to maintain margins. The razor-thin margins demand the team proactively work on their business day-in and day-out. Packaged, timely information unshackles the team to build the profitable business they desire.

*“Questions get answered immediately. Now, we focus on making money.”*

# Jet Reports<sup>®</sup>



## Problems with Information

Before Jet Reports, Connie came to Express Concept's monthly management meetings with a two-inch thick stack of reports and statements. The stack held most of the information, somewhere. The team scrutinized the information over five cumbersome meetings only to find they didn't have the information to make crucial decisions. "Before Jet Reports, no report writer could generate a report combining all the various information from all the statements and reports we had. We spent lots of time and money preparing reports and felt terrible about it. It was ugly."

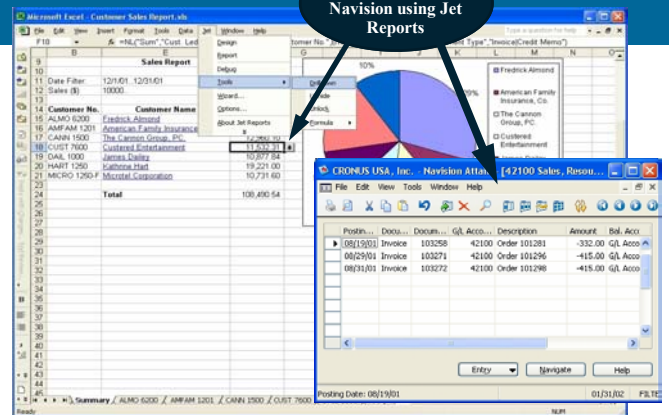
## "I wanted..."

a solid database. I wanted to generate ad hoc reports at my fingertips," Connie said. "Navision did what I wanted from a database point-of-view. It was stable, it collected and processed all the information. But, we were extremely disappointed that we couldn't use Excel to manipulate the information. I was a very unhappy person."

Connie heard about a report writer integrated with Navision and Excel. "I was skeptical," Connie said. "We brought in the Jet Reports team for a demo. The demo was awesome. I didn't believe Jet could work for us. Was Jet even real? We tried it."

"We are flying now! We love to build reports with Jet Reports."

*"The business is fun-to-run and well-run. We've realized our vision."*



Real-time Excel and Navision integration.

## Finally, a Solution

"I love Jet Reports," Connie crooned. You could hear the smile in her voice.

Connie quickly brought in a trainer from the Navision Solution Center, MicroAccounting Systems, Incorporated, Bellevue Washington. The trainer listened carefully to the issues Connie faced. "Jet Reports is not a complicated report writer. We now feel we can do anything we need to with those capabilities," related Connie.

"Now, it just works! The whole system," Connie beamed. "Our management meetings are a

positive experience for everyone even when the news is negative. We have the information to manage our business. It's fantastic!"

"Jet Reports has been the finishing touch for Navision. We have the perfect system set up."

Contact your Navision Solution Center today, schedule a demonstration and realize the vision for yourself!