

# Fruit Growers Supply

## Introduction

This case study of Fruit Growers Supply is based on a September 2016 survey of Global Software, Inc. customers by TechValidate, a 3rd-party research service.

“

“We have had problems with Business Objects not working during critical month end close periods and having to create reports manually. We are thrilled to have a real-time reporting tool, reliable, ease of report writing, and the ability to quickly add new GL accounts to actual, budget, forecast. The drill down capability is great for quick research. Very excited about having this tool! I see it assisting busy managers that aren't system savvy.”

## Challenges

The business challenges that led the profiled company to evaluate and ultimately select Global Software, Inc.'s Spreadsheet Server:

- Rekeying data from the ERP system into spreadsheets
- A manual, multi-step reporting process
- Lacking access to real-time information
- Creating reports in a timely manner
- Lacking data accuracy and/or validity
- Combining/consolidating General Ledger (GL) and non-GL data from multiple ERP & relational database sources

## Use Case

- Evaluated the following reporting tools before choosing Spreadsheet Server:
  - A Business Intelligence (BI) solution
  - A reporting tool packaged with ERP
- Supplemental reporting tools used with Global Software Spreadsheet Server:
  - Business Intelligence (BI)
  - An ERP packaged reporting tool
- Selected Spreadsheet Server over the competition because of the following:
  - Flexibility to connect to multiple systems and outside General Ledger
  - Capability to drill down to sub-ledger details
  - Employees and support
  - Excel-based Interface
  - Data security
  - Pricing
  - Quick implementation time
- Uses Spreadsheet Server for Financial / General Ledger reporting and the following module:
  - Sales

## Results

- Benefits received from Spreadsheet Server:
  - The removal of disparate static Excel sheets
  - Faster, streamlined report creation
  - Improved data accuracy
  - Faster access to live data to make strategic decisions
- Reporting processes streamlined with Spreadsheet Server:
  - Data extraction from an ERP or relational database
  - Automated distribution of reports to management/other departments
  - Month-end close and management/board reporting packages
  - Reporting outside the general ledger, such as inventory, manufacturing, sales, purchasing, projects, etc.
- Actions or business insights gained using Spreadsheet Server:
  - Centralized reporting practices
  - Validated data

Source: Heidi Love, Controller, Fruit Growers Supply

Validated Published: Oct. 31, 2016 TMID: FEE-FD7-B26

Research by  TechValidate

### Company Profile

Company:  
**Fruit Growers Supply**

Company Size:  
**Medium Enterprise**

Industry:  
**Industrial Manufacturing**

ERP Platform:  
**SAP**

### About Global Software, Inc.

Global Software, Inc. is the leading provider of Microsoft Excel-based automation & reporting solutions to enhance the world's foremost Business Intelligence (BI), Enterprise Resource Planning (ERP) including: SAP®, Oracle®, Microsoft®, Infor®, Viewpoint® and other operational platforms. Global's tools enable spreadsheet users to gain live access to ERP data within Excel for secure financial and operational reporting, budgeting, automated report delivery.

#### Learn More:

[Global Software, Inc.](#)