



# solution7

Excel Financial Reporting

## ACTEGY

# MAKES SOUND BUSINESS DECISIONS BASED ON FACTS

Solution 7 delivers flexible, accurate reporting that improves business decision making for international healthcare product provider.

Based in the UK, Actegy Health is a private, family-owned organization that designs, develops, and markets innovative healthcare technologies that improve the health and well-being of the people who use them. The company has offices in the United Kingdom, the United States, the Far East, Australia, Canada, Germany and Singapore.

### Challenges

Actegy was looking for solutions to streamline its manual sales and financial processes and provide flexible, easy-to-use reporting to improve its ability to make business decisions.

### Solution

NetSuite ERP automates sales and financial processes while Solution 7 makes it easy to create financial reports, in Microsoft Excel, using data from NetSuite in a familiar environment and update them in real time.

### Results

Users can build new reports in as little as 10 minutes. The company saves two days when running custom month-end reports. Using real-time data from NetSuite gives the organization confidence in its ability to make sound data-driven business decisions.

“With Solution 7 we have simple to understand, accurate reports that give us the confidence to make sound business decisions based on the facts.”

Mark Ellis, Group Finance Director, Actegy

### About Actegy

Do you suffer from poor circulation due to a vascular disorder? A respiratory disorder such as COPD? Pain or soft tissue disorders?

Wherever you are located, anywhere in the world, chances are you can find over-the-counter relief from an Actegy product.

Bringing customers this comfort demands considerable behind-the-scenes planning and operational excellence. Employees throughout the company in both sales and departmental management need accurate, up-to-the-minute, easy-to-understand data to make the right decisions.



“It took me 10 minutes to set up my first report without any training whatsoever. In other tools this could have taken days, weeks, or even months!”

Mark Ellis, Group Finance Director, Actegy

In 2008, Actegy purchased NetSuite ERP to automate its previously manual processes for managing sales and financial processes and for tracking the data for these processes in one central location. It used Excel for reporting. By 2013, the company began looking at ways to use its NetSuite data to create sales, management, and financial reports.

#### Ease of Use

“Actegy chose Solution 7,” said Mark Ellis, Group Finance Director for Actegy, “because it has a live link to NetSuite through ODBC and works natively with Excel.” Since most of the company’s sales and finance employees are already familiar with Excel, staying within Excel is a huge bonus.

#### Flexible, Accurate, Instant Reporting

Today, Solution 7 is up and running in Actegy offices across the globe. Users benefit from the ability to build a wide range of reports quickly and easily, accurately update weekly and monthly reports at the touch of a button, and make better business decisions.

Using Solution 7, Actegy has the flexibility to rapidly create exactly the reports it needs. As Ellis said, “It took me 10 minutes to set up my first report without any training whatsoever. In other tools this could have taken days, weeks, or even months!”

Actegy has taken advantage of Solution 7’s versatility to set up a wide range of reports. For the finance team, reports include departmental spending versus budget by month, quarter, or year. Budget reports can include not only the initial budget but also multiple reforecasts. Weekly sales reports, available for each cost center, region, and country, enable trend analysis that shows where the business is heading. Weekly management reports are available for 47 department heads. Reports can be formatted to the user’s own specifications, whether they want to see data

as text or in charts. Solution 7 is deeply integrated into Excel, part of the Microsoft Office Suite of products, so reports can be easily copied into Word or PowerPoint for use in presentations.

Because the link between Solution 7 and NetSuite is live, Actegy updates weekly and monthly reports instantly. Solution 7 then automatically converts reports into PDF format and emails them to the appropriate stakeholders.

Automatic updates through ODBC also mean that the data in the reports is completely accurate. Previously, creating some reports required the company to manually export data from the ERP and import it into Excel.

Ellis added, “But of course, the most important result is the impact these reports have on Actegy’s business. With Solution 7 we have simple to understand, accurate reports that give us the confidence to make sound business decisions based on the facts.”



**Company:** Actegy  
**Location:** Bracknell, United Kingdom

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**Partner:** Solution 7  
**Location:** Oxford, United Kingdom