

Sarnova Finds Business Insight Cure with SharePoint

CUSTOMER
Sarnova

INDUSTRY
Medical Supply Distribution

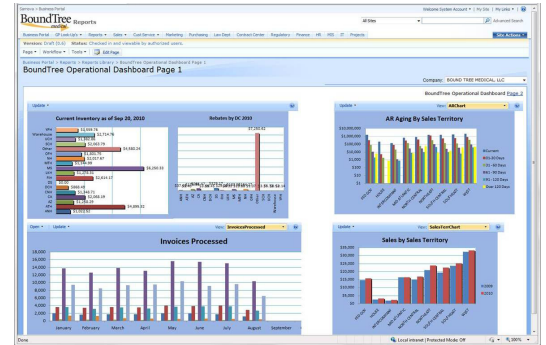
HEADQUARTERS
Dublin, OH

Number of Locations
19

SYSTEM
Microsoft Dynamics GP
SharePoint 2007

Sarnova is a leading emergency medical products distributor. Fire departments, ambulance companies, and other emergency service providers rely on the broad range of emergency medical products Sarnova delivers. With a highly trained national sales force, Sarnova provides its customers with information and products, allowing them to maintain the highest standard of care. Delivering the technology that keeps Sarnova's main office and distribution centers humming is the talented consulting team of Socius, a Microsoft Gold Certified Partner.

Sarnova and Socius have a long-standing relationship that was originally developed through the implementation and use of their Microsoft Dynamics GP ERP solution. As Sarnova has grown, they have come to rely more and more heavily on the data within their Dynamics GP software to help them form their strategic business decisions. In order to ensure that they were extracting and analyzing their critical business data in the most advantageous way, Sarnova engaged Socius in an ongoing Business Intelligence (BI) project.



Although Sarnova was collecting and analyzing business information in new and beneficial ways, they were still challenged with sharing that information across their entire organization to all of the individual decision makers throughout the country. Together with Socius, they launched a Microsoft Office SharePoint intranet site to share business data across their organization.

One of the priorities of the SharePoint site is to provide each salesperson with a personalized snapshot of the sales, invoices, credits, and backorders that are the salesperson's responsibility. Socius created a set of customer-specific SQL Server Reporting Services (SSRS) report dashboards that tied

CHALLENGE

Sarnova was gathering tremendous business insights but needed to make that information available to the right people across their organization.

SOLUTION

Socius provided a customized SharePoint intranet site that gives users access to dashboard views of the information that is critical to their daily tasks as well as the overall health of the business.

RESULTS

Sales and IT staff save time by having information delivered to them, rather than having to search for it. Everyone across the organization can make better informed decisions based on current and accurate information.

the user logged into SharePoint to the salesperson ID. This enabled each salesperson's individualized data to auto-populate when logging onto the site so they do not have to search for their records and always have a clear picture of their own progress.

Sarnova was also in need of a means of managing the setup tasks when a new employee came on board. Socius was able to create an InfoPath form with workflows built in to route the on-boarding process through all of the necessary teams. Now, when a new employee comes to Sarnova and is added to the system, all departments are notified of the tasks they need to perform in order to get that individual fully functional.

The ultimate goal of deploying SharePoint was to provide management, as well as employees, with dashboard views of the financial and operational status of the business. Socius leveraged SSAS cubes and SSRS reporting services web parts to analyze the data that was being pulled from Microsoft Dynamics GP and deliver those results in real-time through corporate and operational dashboards. These dashboards give all users an up-to-date and accurate picture of the health of the organization as it pertains their individual roles.

Sarnova has already realized time and cost savings by providing access to critical business insights to everyone in their organization. As they continue to work with Socius to grow their Business Intelligence and gain greater insight into their organization, they will continue to look for new ways to leverage SharePoint to display that data in usable formats and share it with decision makers in all areas of their business.

