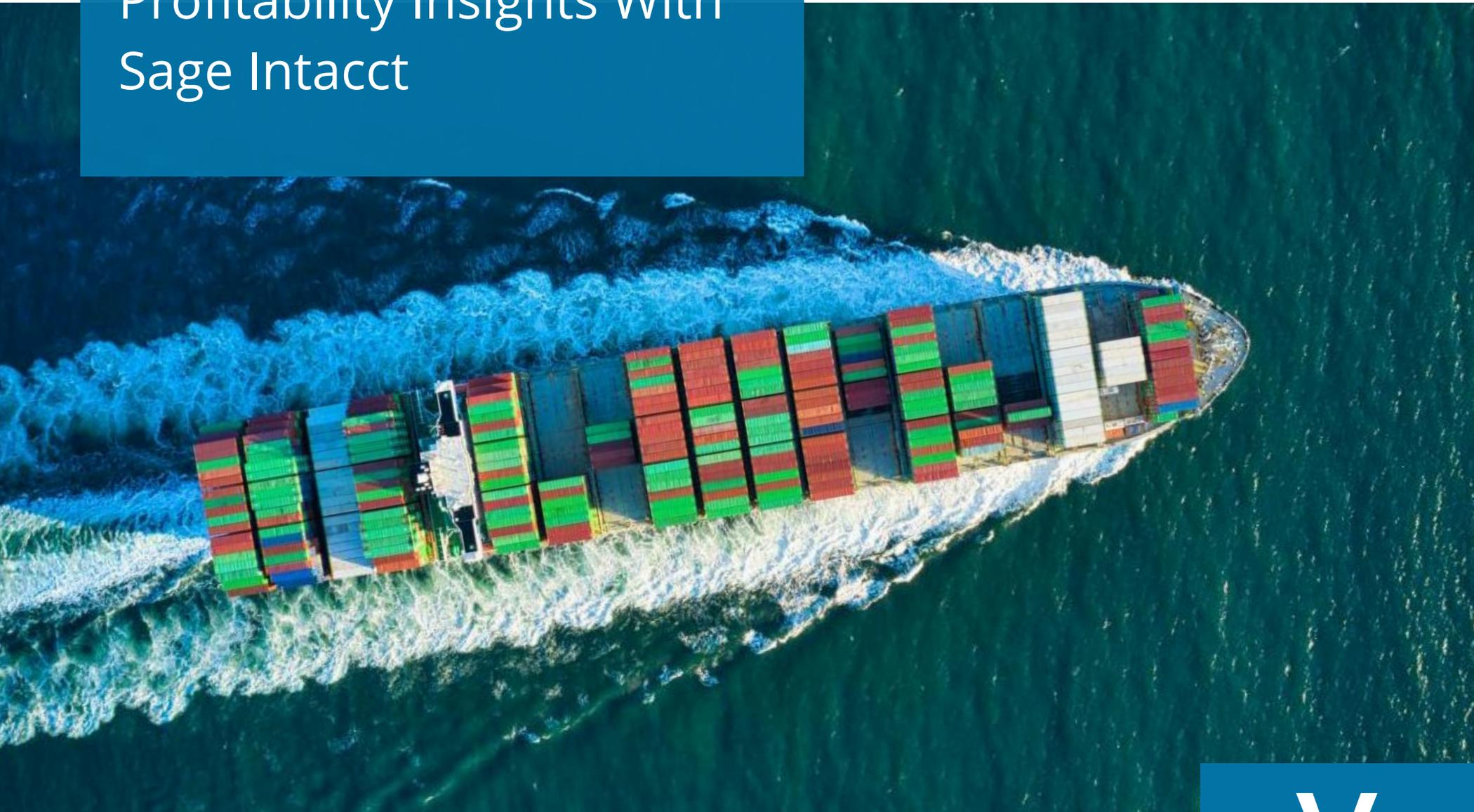


# Ceres Halifax Gains New Profitability Insights With Sage Intacct



# ABOUT

Ceres Halifax operates in the shipping logistics industry, with approximately 25 corporate staff members providing services at the Port of Halifax's Fairview Cove Container Terminal in Nova Scotia, Canada. Depending on shipping schedules, an average of 150 more employees join the operational mix each week. Companies hire Ceres Halifax to transfer cargo from ships to their next transportation mode (e.g., truck, train, or air). Since partnering with Vision33 to implement Sage Intacct, the new system has enabled Ceres Halifax to gain deeper insights into profitability and streamline financial processes for greater efficiency.



**Ceres Halifax is located at**

Port of Halifax's Fairview Cove Container Terminal in Nova Scotia, Canada.

Visit them at [www.ceresglobal.com](http://www.ceresglobal.com)



# Replacing an Outdated Accounting System

As an established company, Ceres Halifax had used JD Edwards for many years. The platform was outdated and cumbersome, causing daily frustration and adding extra steps to simple tasks. It had severely limited functionality and, instead of a menu or tool bar, users had to perform functions by entering codes. When James Morrison joined Ceres Halifax as controller in 2019, the company was ready to move to a new solution as soon as possible.

Once reports were generated, the information had to be manually imported into Excel before critical business and financial data reporting could be completed. JD Edwards didn't offer enough visibility to evaluate the profitability of different activities. It wasn't possible to get detailed information for executive decision-making, like breaking down reports by ship.

**“** *If you looked at my JD Edwards program and you didn't have the codes, there's no way you could run a report,” says Morrison. “You couldn't click on reports, then financials, then income statement. It wasn't that simple. It was 10 to 15 steps just to print a very basic report.”*

*Ceres Halifax partnered with Vision33 in early 2020 and identified Sage Intacct as the right solution for their business. With the license agreement for their outdated software expiring on June 1st, the project had a firm deadline. Originally, the company planned to hire a temporary employee to coordinate the project on their end—but nobody could have anticipated a global pandemic. Despite the challenges this brought, Vision33 worked with Ceres Halifax to adapt the plan, provide extra support, and ensure the system go-live stayed on schedule for June 1st.*



*The ability to use dimensions was very appealing, I often get questions about performance on different services at monthly meetings, so I wanted to be able to process a basic P&L by ship. Now, with Sage Intacct, that functionality is there. It's been a good decision."*

*James Morrison,  
Ceres controller*

## Finding a Powerful Platform in Sage Intacct

Though the old system clearly wasn't working, the company didn't initially have a replacement in mind. Morrison was familiar with Sage solutions and several other software options, but felt that Sage would provide the best experience. After being referred to Vision33 by Sage Canada, Morrison talked through the Sage family of products and discovered Sage Intacct. Ceres Halifax decided Intacct was the powerful platform they'd been looking for.

One of Intacct's critical advantages is dimensions, which adds unparalleled functionality to your financial management and gives your business data context. Custom dimensions are available for any transaction and easily altered without having a complex domino effect on your chart of accounts. Custom dimensions are also integrated into Sage Intacct's easy-to-use financial report writer, so you can always view performance from any new angle you need.

"Dimensions was very appealing," remarks Morrison. "I often get questions about performance on different services at monthly meetings, so I wanted to process a basic P&L by ship. Now, with Sage Intacct, that functionality is there. It's been a good decision."

Instead of a cumbersome, outdated system, Ceres Halifax has a fresh, modern financial management platform with an intuitive user interface and deep core functionality. Daily accounting tasks are much easier, reporting is greatly improved, and users can access the system from anywhere. Sage Intacct's flexibility adapts to the way Ceres Halifax does business while also offering the scalability to grow with them.



# Partnering With Vision33 for a Smooth Project

Choosing the right partner is as important as choosing the right software. Because of Ceres Halifax's small accounting team and short project timeframe, finding a truly experienced partner was critical.

Despite an obstacle as unexpected and significant as the COVID-19 pandemic, Ceres Halifax would have gone ahead with the project in 2020 regardless—they just would have hired a temporary project employee sooner. These challenges clarified the value of having a partner with Vision33's experience and project management abilities.

"Vision33's team has been phenomenal," Morrison remarks.

"They were very patient and walked me through everything. It went even smoother than I anticipated." A busy controller, Morrison now has what he needs to support Ceres Halifax's growth and shift focus to more strategic initiatives versus spending so much time running reports every day.



*Vision33's extensive experience was my number one attraction, I didn't have any reservations about Vision33's team taking us through this transition. I had a tight deadline and they assured me that it could be done."*

*Janis Swantee,  
accounting operations manager*





Vision33 transforms business processes and results for customers by delivering value through the promise of technology and its benefits for growing businesses. For over 30 years, Vision33 has helped companies integrate and automate their business processes and applications to better serve their customers, employees, and stakeholders. The technologies may have changed drastically in 30 years, but Vision33's mission has never wavered.

With over 1,000 customers worldwide, Vision33 helps manufacturers, distributors, service firms, and SaaS businesses outperform their competition and lead their industries with successful technology investments.

With nearly 500 employees, Vision33 offers product expertise, business experience, and innovative technology leadership. Whether a global company with 100 subsidiaries or a small business, Vision33 works alongside every customer to meet their goals.

Vision33 also has formal partnerships to resell, implement, and support leading ERP applications, is a leader in cloud deployment, and has developed exclusive products, including Saltbox ([saltbox.io](http://saltbox.io)) and iDocuments ([idocuments.io](http://idocuments.io)).

*For more information about Vision33, visit [www.vision33.co.uk](http://www.vision33.co.uk).*

**Contact your nearest Vision33 sales office to discuss how we can help transform your business.**

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