

PROTECT-A-BED PROVIDE TAILORED INFORMATION TO THEIR SALES STAFF, AND  
REPORT IMPRESSIVE TIME SAVINGS, USING ORCHID'S  
INFO-EXPLORER AND PROCESS SCHEDULER

“The staff are all very  
happy with the benefits  
Info-Explorer has given us.  
It was a real life-saver!”

ANNEKE CHAMY - CHIEF FINANCIAL OFFICER

#### Company

Protect-A-Bed® offers a complete line of protective bedding products. Having operated for over 30 years and now selling in 45 countries, they are a worldwide leader in mattress protection innovation.

([www.protectabed.com](http://www.protectabed.com))

#### Challenge

Anneke Chamy, CFO of Protect-A-Bed, needed to find a tool that would enable their salespeople, on a more real-time and proactive basis, to analyse their customers' history, predict future needs, and prepare for meetings.

They also needed to find a more efficient way of calculating commissions payable, as this was taking many hours of manual effort for each payment run.

#### Solution

Protect-A-Bed's Business Partner, DataQuest Inc., recommended Orchid Systems' Info-Explorer product.

Using Info-Explorer in conjunction with Orchid's Process Scheduler would enable them to automatically deliver refreshed reports to each salesperson on a regular basis, tailored to contain the exact data and information most important to them.

Mark Binkley, President, DataQuest Inc., says

“With Info-Explorer, you can configure exactly which Sage 300 ERP screen you want to open as the result of a drill down at the transaction level.

“When querying them you are not taxing the SQL Server, because all of that data is contained locally within the cube. We found that to be very effective, as it doesn't affect the day to day performance of the ERP system.”

DataQuest also recommended Info-Explorer to solve their commissions problems, as it could access data directly from their Sage 300 database, and use this to calculate and report on commissions payable.



Work *smarter* with Orchid

## Result

Anneke says all the management, salespeople and administrative staff at Protect-A-Bed are very happy with the benefits Info Explorer has given them.

“It was a real life-saver.”

Salespeople now rely heavily on the new tailored reporting.

“We have created a little bit of a monster. If they don’t get their cube every week I get an email and a phone call to prompt me, because they want them!”

They are also saving a lot of time and effort on the preparation of reports.

Anneke says “Commission runs that used to take 8-10 hours now take about 45 minutes.”

## Why Orchid?

Orchid Systems, a global Sage Endorsed and Gold Development Partner, has been part of the Sage community for over 20 years. We develop innovative Add-ons to enhance the functionality of Sage 300 (formerly Accpac).

We are a winner of multiple awards from Sage, including International Development Partner of the Year. All our Add-ons are developed within the Sage Software Development Kit (SDK), so they look and feel like other Sage 300 modules.

Visit our website anytime, or contact us to find out why over 5,000 Sage 300 sites worldwide rely on Orchid Add-ons every day to help their businesses work smarter.



Office: 2/273 Alfred Street, North Sydney  
New South Wales 2060 Australia

Phone: +61 +61 2 9099 1077

Fax: +61 2 9955 0606

Email: [info@orchid.systems](mailto:info@orchid.systems)