CASE STUDY

Power BI Unlocks Sales Insights and Empowers Teams



CLIENT: ACCENT FAIRCHILD

Accent Fairchild in Quebec used Blue Sky ERP's Power BI suite to drive smarter selling and democratise data.

In the fast-paced world of manufacturing and distribution, having instant access to reliable data can make all the difference. For Accent Fairchild, a Quebec-based manufacturer known for its innovation and craftsmanship, gaining visibility into sales performance and customer trends was a strategic priority.

That's why the company turned to Blue Sky ERP for their Power BI reporting suite for Epicor ERP, a game-changer that's helping them see their business more clearly and make informed decisions, faster.

At a glance

- Sales by customer, product, region or rep
- Actual to budget analysis
- Real-time trends and year-over-year comparisons

From Gut Feelings to Data-Driven Decisions

Before Power BI, the Accent Fairchild sales team relied heavily on manual reporting and instinct. Pulling accurate, up-to-date sales numbers from Epicor ERP required time-consuming queries or specialised technical help. That lag often meant missed opportunities or reactive, not proactive, sales strategies.

Now, with Blue Sky ERP's prebuilt Power BI reports, the sales team can instantly view key performance indicators like:

- Sales by customer, product, region, or rep
- Actual to budget analysis
- Real-time trends and year-over-year comparisons

"We used to wait for reports or export data to Excel. Now we can slice and filter in real-time, right from the dashboard," says Director of Sales at Accent Fairchild. *"It's not just faster - it's smarter."*

A Single Source of Truth for Sales Strategy

The Power BI Sales Report, in particular, has become the cornerstone of weekly sales meetings. With visual dashboards accessible from any device, reps and managers alike are aligned on what's happening, without relying on outdated spreadsheets.

"Everyone's working from the same data now," says Galit Zeira, VP of Operations. "That alignment has changed how we plan, prioritise, and perform."

The team can easily drill down to see who's buying what, identify at-risk accounts, or spot upselling opportunities, turning raw data into revenue-generating insight.

Empowering More Than Just Sales

Although sales was the initial focus, the impact of the Power BI rollout has extended across departments. With secure, role-based access to dashboards, team members, from operations to finance, now have data at their fingertips.

This democratisation of data is a major cultural shift for the company.

"It's not just the analysts or IT folks who have access anymore," notes Galit Zeira VP of Operations. *"Power BI has made data something everyone can use - not just understand, but act on."*

Built for Epicor. Customised for Growth.

Because the reports were designed specifically for Epicor ERP, implementation was quick and smooth. Blue Sky ERP's Power BI suite plugs directly into Epicor's data model, saving Accent Fairchild months of development time.

And as the company grows, the flexibility of Power BI means new reports and KPIs can be added with ease, no need to reinvent the wheel.

Looking Ahead

Accent Fairchild is just getting started. With new insights fueling strategic conversations across the business, the company is exploring additional dashboards for inventory, production, and customer service.

But for now, the biggest win is clear:

"We're not chasing reports anymore, we're chasing results," **says Nathaniel Port, VP of Finance**



Sample report

Get in touch with our experts today

WHO ARE WE?

Established in 2017, Blue Sky ERP is a specialist consultancy and solutions provider for Epicor ERP. With over 50 years of combined experience, our expert team delivers implementations, upgrades, training and custom solutions. We support both new and existing Epicor customers, whether for full implementations, process improvements, system health checks or project recoveries.

Telephone: **+44 (0) 29 2105 5995**
Email: **hello@blueskyerp.co.uk**
www.blueskyerp.co.uk

Microsoft Partner
EPICOR Authorised Partner
Power BI

Blue Sky ERP
creative business solutions