



Streamlining financial consolidation with Sage 300 ERP



**BYBLOS**  
Hospitality

## Client Background

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Leading hotel chain with modern and world class hotels across USA and UAE. These hotels serve the requirements of both business and leisure travelers. The mission of Byblos Hospitality is based on the belief of delivering personalized service - having the guests experience a welcoming approach when walking into any of the properties managed by the group.

## The Challenge

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The client was using Opera (from Micros-Fidelio, a world leader in Hospitality Solutions) as their Property Management System (PMS) across its properties. However each hotel operated as an independent site. Each hotel had its own legacy accounting system and there was no automated data integration between Opera and the legacy accounting system. Common reporting and consolidation of operations was getting to be a challenge.

They were evaluating an ERP solution that could seamlessly integrate with Opera. They were looking for an experienced partner who could provide best practices and the domain expertise to meet their technology needs.

*“With a single ERP system across all our properties and automated integration with Opera, real-time data has become a reality and enables faster decision making. The Ambit team has supported us well through the entire implementation.”*

- Financial Controller

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## The Solution

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Sage 300 ERP (formerly known as Sage Accpac) is a highly regarded solution in the hospitality industry, so it was no surprise when, so it was no surprise that when Byblos Hospitality went looking for a new financial solution for its chain of hotels, Sage 300 ERP was on top of the list. After an extensive vendor evaluation, Byblos shortlisted Ambit Software to implement Sage 300 ERP as Ambit had significant experience in providing hospitality financial solutions and a pre-built connector with Opera.

With its template-based implementation approach, Ambit was able to meet the exact requirements of the client in terms of workflow reporting, integration and consolidation. Since the customer was on a legacy system earlier, several functional elements were also captured from the existing system. Change management had to be managed very closely to ensure a smooth transition to the new system.

Ambit, as a part of the hospitality solutions template, already had a Sage 300 ERP – Opera connector. The connector was customized to meet the business requirements of the client and facilitated easy information exchange between Opera at each property and Sage 300 ERP (centrally). The connector allowed for a batch mode integration of Revenues, Purchase Invoices, Inventory consumption and City ledger with Sage 300 ERP. It ensured that there were no double entries and thereby, no mistakes in reconciliation.

## Business Impact

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- The roll-out has enabled Byblos to move from no automation to a fully-automated system with consistent processes put in place
- Automated connector requires zero manual intervention and provides real-time data
- Streamlined cash flow management across properties
- Improved Data integrity and process quality
- Automated financial consolidation resulting in faster decision making
- With newer properties coming up across the world, it is a simply matter of adding a new business unit by copying the existing structure – the process takes about 25 minutes and the new company is established. From here the unique business rules are applied to suit that concern.

## About Ambit Software

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Ambit Software helps enterprises globally to become agile - adapt rapidly and cost effectively in response to changes in the business environment through the efficient use of IT. Ambit partners with its clients to understand their business pain points and arrives at appropriate IT led interventions to deliver a relevant solution.

Ambit helps organizations across sectors such as Discrete and Process Manufacturing, Financial Services, Logistics, Consumer Goods, Hospitality etc. to achieve their business goals through effective use of technology.