

OUTSIDE OF THE BOX, NOT OFF THE SHELF.

OASIS SOLUTIONS + REVERE® PACKAGING

“ I trust Oasis Solutions completely. Whenever I need help, I have total confidence in stepping back and letting them do the work that needs to be done and they deliver every time. ”

Kate Henninger, Director of Accounting at
[Revere® Packaging](#)

THE CHALLENGE

Leading the trend in packaged food that appears “fresh and natural” not “packaged and processed”, Revere® Packaging supplies the highest quality rigid, customized, and recyclable specialty packaging to the food industry across North America. For over 50 years, the company has developed and produced everything from pie pans and sandwich containers to packaging for candies, cookies, and other food items that lock in freshness without sacrificing visual product appeal. When the company was purchased by a private equity firm back in 2011, the new ownership wanted better and more detailed budgeting and reporting than their old AS 400 system could produce. Kate recalls, “They wanted to see margins and bottom up budgets by customer, by item, and a variety of other detailed metrics that we simply could not get out of the current system.” That’s when Kate turned to Oasis Solutions.



“I had worked with Oasis years ago with a previous company and knew they could provide the guidance and expertise we were going to need during this process of significant change,” says Kate.

After Oasis conducted a thorough needs analysis, systems evaluation, and recommendation, Revere® Packaging implemented [Sage ERP](#) for accounting and operations combined with [Adaptive Insights](#) for budgeting and planning.

WATCH AN ADAPTIVE JOURNEY WITH OASIS: PART 1



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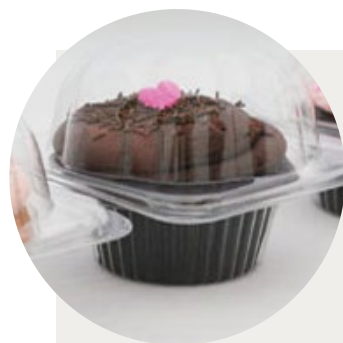


THE RESULTS

With Sage producing better operational data out of the gate, Adaptive Insights provides the tools to slice and dice those data points and their visibility into the business to the next level. “Not only can we easily produce all the detailed sales and gross margin reports we need, we can also identify gains or shortfalls by comparing budget to actual at both the customer and item level,” says Kate. She also points out that Adaptive Insights enables them to analyze budgets and gross margins right down to the type of raw material they’re purchasing. This enables smarter purchasing and produces an ROI for the business. “The reporting visibility and tools we now have to adapt our strategy and improve profitability is just amazing.”

TOOLS FOR GROWTH

Kate adds that perhaps the biggest impact has been with their recent acquisition of another company. By using Adaptive and the insights it provides, “Not only were we able to identify an industry-wide trend and opportunity that led us to the acquisition itself, Adaptive Insights played a critical role in enabling us to easily consolidate financial statements and provide those reports to our lenders,” she says. “Both companies were on different accounting systems but Adaptive Insights was able to bridge the disconnect—a process that would have otherwise been a total nightmare and prone to errors merging the books in spreadsheets.”



OASIS AND REVERE®: A PACKAGED DEAL

According to Kate, Oasis has played a critical role in the growth and transformation at Revere® Packaging. “Since I first worked with them back in 2005 all the way through today, the guidance and support we’ve received from Oasis has been top-notch. The relationship and trust we’ve developed over the years is fantastic and it’s clear to me that they genuinely care about their customers.”

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