

Success story

Mining Success Through Sage 300



The challenge

As a start-up, GlobeStar transitioned from spreadsheets to Sage 300 ERP to prepare for multi-currency, multi-company growth, recognizing the need for an integrated solution that encompasses inventory management, project costing, payroll, and CRM.



The solution

Choosing BAASS as a business partner to implement Sage 300 was easy for GlobeStar, as their management team's prior experience with BAASS at DeBeers highlighted the firm's extensive product knowledge, responsiveness, and ability to foster effective partnerships.



The result

GlobeStar hosts Sage 300 ERP at its Toronto headquarters, allowing secure access for Dominican Republic employees with a Spanish language overlay for data entry and reporting, while BAASS customized the payroll module for local tax requirements and configured the project costing module to track mining projects, enabling efficient financial reporting and database management critical for the publicly-traded company.



“Their depth of knowledge of business and of the product combined with their availability and responsiveness makes BAASS a stand out business partner.”



Sage Business Partner

Organization
GlobeStar Mining Corporation
Location
HQ - Toronto, Ontario
Industry
Mining Industry
Sage Partner
BAASS Business Solutions

GlobeStar Mining Corporation

GlobeStar Mining Corporation is a copper and gold producer with operations in Toronto and the Dominican Republic. The company's Cerro de Maimón mine opened in 2008 and is expected to produce 25 million pounds of copper, 12,000 ounces of gold, and 553,000 ounces of silver during 2009.



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Just a short time ago, the company was a small exploration operation with 12 employees. With the opening of its mine, GlobeStar's growth was exponential. Today the company is a publicly traded enterprise with 200 employees throughout Canada and the Caribbean. To keep its financial operations on track and its mining operation profitably producing, the company relies on BAASS and Sage 300 ERP.

Set the Stage for Growth

As a start-up, GlobeStar used spreadsheets to track its financial operations. However, the experienced management team knew that to prepare for upcoming growth, GlobeStar needed an ERP solution capable of supporting what would be a multi-currency, multi-company operation. "We were looking for a true ERP solution, not a simple accounting package. We required an integrated application that incorporates inventory management, purchase order processing, project costing, payroll, and eventually CRM," explains Rohit Tellis, IT manager for GlobeStar. "It was an easy decision," recalls Tellis. "The principals had experience with Sage 300 ERP and knew it could support our operations even as they scaled dramatically and grew more complex."

In addition, Tellis notes that the product's reputation and wide use across Canada means that finding talented employees with experience using Sage 300 ERP will never be difficult to implement Sage 300 ERP was just as straightforward as the software selection. "Several members of our management team came from DeBeers, and had worked with BAASS there. Their depth of knowledge of business and of the product combined with their availability and responsiveness makes BAASS a stand out business partner," Tellis says. "We've built a relationship with them that really works."

A Global Solution

The Sage 300 ERP application is hosted on a server at the company's Toronto Headquarters—employees in the Dominican Republic access it through a secure wide area network. BAASS implemented the Spanish language overlay, enabling Spanish-speaking employees to perform data entry and run reports in their language. "We can control the language settings by user, so each user can work in the language they are most comfortable using," Tellis says.

Purchase order receiving is performed at the mine warehouse with accounts payable completed at the Toronto headquarters. Monthly physical counts ensure that every tool and piece of equipment is accounted for.

Throughout its operations, GlobeStar utilizes the Sage 300 ERP Payroll module. BAASS was able to customize the module to track unique payroll taxes required for processing payroll in the Dominican Republic. "BAASS's expertise and experience were instrumental in making this work for us," Tellis notes.

BAASS configured the Sage 300 ERP Accpac Project and Job Costing module to track GlobeStar's mining projects. With its first mine up and running, the company now is involved in additional exploration projects. Costs surrounding those projects, including labor, expenses, and materials are recorded in Sage 300 ERP. "We are producing detailed monthly reports on each project," says Tellis. "It's efficient and informative — delivering precisely the information we need." Over the next several months, BAASS will implement Sage CRM for the Investor Relations and Purchasing departments. "Investor Relations will use it to track all interactions surrounding corporate communications" explains Tellis. "And Purchasing will use CRM to build relationships and track contracts."

As a publicly-traded company, the ability to produce accurate and timely financial reports is imperative. Fortunately for GlobeStar, financial reporting is a strong feature of Sage 300 ERP. "We need to produce complex intra-company financial reports in multiple currencies," Tellis explains. "BAASS was very helpful in customizing the standard reports to meet our specific needs." Tellis appreciates the SQL Server database used by Sage 300 ERP. "There are so many tools available to us for database analysis," he says. "And it's easy and efficient to perform database maintenance tasks, such as scheduled backups."

