



Case Study: Greentree

The Client:

Greentree Specialty Papers is a pulp paper processing unit of the Akers Packaging Group, specializing in rolled tissue paper. Their mill produces the rolled tissue supplied to organizations such as Crystal Creative and Cleo, which ultimately end up on the retail floor of many club stores, Wal-Mart, and Target, to name a few.

The Opportunity:

Greentree Specialty Papers was part of another organization until October 2002. As part of the sale of the other division which provided Greentree with its information systems, financial and shared services support, Greentree was faced with quickly selecting and installing new software, in a stand-alone environment, to support its on-going business operations.

Logan Consulting became part of the solution after Great Plains Small Business Manager was selected since one of our consultants had worked with their initial implementation five years earlier, was experienced in both the package they were extracting data from and the Great Plains solution selected.

The challenge was to get it converted, without any process changes, in three weeks.

The Solution:

Great Plains Small Business Manager has some tools inherent in supporting loading of static files. Through export utilities in the existing software, converted to an EXCEL template in the new software, all done without expensive programming resources, Greentree Specialty Papers was able to convert the customer, vendor, chart of accounts, open receivables, open payables, and prior year financial transactions.

The Results:

No business interruptions occurred during the process and at the year-end calendar 2002, Greentree Specialty products was in a position to begin operation in the new year on the Great Plains business solution. The foundation was laid to now address business processes, restructure the financial and key performance metrics of the firm, and function as a standalone entity as part of the Akers Group.