

Q Software enables New Zealand market leader to achieve the right Balance !



Ballance Agri-Nutrients Limited:

SEC-Qure™ E1Config Security

Ranked within New Zealand's leading 100 businesses, Ballance Agri-Nutrients is the country's leading manufacturer and marketer of fertilizer. Founded in the Bay of Plenty in the 1950s, Ballance has grown to a staff of 450, with assets of NZ\$315 million and total sales of more than \$413 million a year, governing almost half of the New Zealand fertilizer market.

Through ongoing research and the use of the latest product innovations, Ballance aims to assist in enhancing New Zealand's agricultural competitiveness. Its staff are trained to help customers to make their businesses more profitable whilst adhering to best practice environmental principles.

When the company decided to implement JD Edwards EnterpriseOne software to replace its existing systems, external advisors informed Ballance's IT team that achieving "All Doors Closed" security with the native EnterpriseOne tools was a huge project.

Needed tools to make security manageable

Since the outgoing system had security access controls in place, John Linch, EnterpriseOne Technical Manager at Ballance, was naturally reluctant to downgrade the level of security, but he needed to find a way to make the implementation and ongoing maintenance of security more manageable.

A Deloitte Inventory Consultant, who was working onsite at Ballance at the time, told John about SEC-Qure™ E1Config Security. Deloitte arranged for a Q Software consultant to visit Ballance to present and demonstrate the software.



Ana Domingues (centre) with Tracy Frost and John Linch of Ballance Agri-Nutrients.



"Without SEC-Qure™ E1Config, we would not have been able to go live with a suitably closed security model in the first roll-out".

"We could see that the Q Software approach would greatly reduce the amount of time needed to implement an "all doors closed" strategy, and minimise the amount of ongoing security administration work," says John Linch. "We couldn't find any other product that could achieve this. We also really liked the fact that SEC-Qure™ E1Config has the same "look and feel" as EnterpriseOne."

Ballance signed up for Q Software's E1Components as well as SEC-Qure™ E1Config. Implementation and training was carried out onsite by Ana Domingues (at that time Consulting Manager at Deloitte; Ana is now the managing director of Q Soft Solutions Ltd, the SEC-Qure™ E1Config distributor for New Zealand). John and his team found the software easy to adopt.

Q Software's E1Components save time

"We use E1Components as a basic structure that is expanded or reduced depending on the business roles. As this provides a template to work from, it saves a great deal of time during the security set-up phase."

Ballance developed the basic E1Components structure for Whangarei, the first site to go live in February 2003 with Financials, Fixed Assets, Sales Order Entry, Inventory, Plant & Maintenance, Manufacturing and Transport Management.

"Without SEC-Qure™ E1Config, we would not have been able to go live with a suitably closed security model in the first roll-out" states John Linch.

John estimates that the security set-up work for the 13 roles needed for the first phase at Whangarei was around 18 man days. Using the native EnterpriseOne tools, this would have taken at least two months, and the task simply could not have been completed in the necessary timescales.

The system has now been rolled out to Ballance's three remaining regions, Mt Maunganui (the head office), Invercargill and Kapuni, with a total of 414 named users.

"We were able to take the existing E1Components and expand these for the other regions, so the security implementation at these sites was very straightforward – more like ongoing maintenance work," reports John. "Additional roles were created, but the basic E1Components structure was able to support the other roll-outs with minimal changes."

John currently spends around one day per month on ongoing security maintenance, whereas he believes it would take around three days per month without **SEC-Qure™ E1Config**. "As well as enabling us to implement good security controls, **SEC-Qure™ E1Config** has also given us an efficient means of maintaining security."

Since going live with JDE in 2003 Ballance has rolled out JDE Payroll and a custom JDE Shares Registry Application. **SEC-Qure™ E1Config** was particularly useful in setting up the important Payroll Access Security.

John's philosophy is to move to the current release of **SEC-Qure™ E1Config**, as and when new releases are available, to take advantage of new functionality.

John summarises: **"We needed a solution that would enable us to implement an "all doors closed" strategy and simplify ongoing security administration. With SEC-Qure™ E1Config, we achieve the level of security that we need with the minimum demand on resources and time."**



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Q Software Global Limited is an Oracle Certified Partner focusing on security for JD Edwards World and EnterpriseOne. Since 1996, we have developed and implemented security solutions for JD Edwards' customers all over the world.

Contact us to find out more about our products and how they can benefit you.

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