

SUCCESS STORY

Alkan Air Soars to New Heights with Sage 300cloud

Aviation company Alkan Air relies on Sage to transcend market turbulence and strict industry oversight



Founded in 1977, Alkan Air is a highly diversified aviation company offering flight services for tourism, medical evacuations, and mining expeditions across the Yukon and throughout British Columbia, as well as instruction in aviation and aviation management.

For decades, the company has relied on Sage 300—and more recently, Sage 300cloud—to manage multiple business lines in a volatile and regulated industry.

Key outcomes:

- Efficiencies gained save upwards of \$50k annually
- Timely, accurate financial reporting informs minute-by-minute business decisions
- Seamless integration with key industry software
- Unmatched traceability ensures total financial transparency



Company
Alkan Air, Ltd.

Location
Whitehorse, Canada

Industry
Aviation

Solution
Sage 300cloud

For more info, visit:
<https://www.sage.com/en-us/products/sage-300>



Sage 300cloud is the ideal financial solution for companies like Alkan Air, who diversify to remain aloft.

“In the industry of aviation, things are changing all the time. I need access to financial information quickly and reliably, and I need to be able to trust what I’m seeing is correct.”

Wendy Tayler, President and CEO, Alkan Air Ltd.

A volatile industry

For CPA turned CEO Wendy Tayler, ups and downs are a way of life. Business in aviation endures constant market fluctuation, along with strict regulation.

To overcome these challenges, Alkan Air embraced a proven business strategy. Tayler shares, “We diversified our market so when we experience the cyclical nature...which will continue to happen decade over decade, we have other areas we can focus on.”

Today, the company services nearly every imaginable aspect of aviation. Their planes transport paddlers, hunters, backpackers, and even mining prospectors to remote locations. They contract with insurance companies for medical evacuations, provide air ambulance services, and offer flight training and aviation courses both at Yukon University and their own educational facility in Whitehorse.

Adding to the complexity, the industry is subject to routine accounting oversight. “We’re a large enough company, so we’re audited annually by an external accounting firm,” says Tayler.



Sage 300cloud offers the depth of insight and visibility essential to highly diversified companies like Alkan Air.

“I can generate financial statements, adjust what they look like, and look at the GL detail. I have a great deal of confidence in the information because I know the traceability exists.”

Wendy Tayler, President and CEO, Alkan Air Ltd.

Drill-down analysis and traceability

To manage the intricacies of its diversification and annual oversight, Alkan Air needed a financial system that was comprehensive, flexible, and transparent.

“We have seven different divisions,” Tayler says. “What I’ve appreciated most about Sage is the financial statement capabilities. I have divisional statements, combined statements, and the ability to create and adapt them as I go.”

Transparency is also key in an industry where regular audits are expected. With Sage, Alkan Air can pinpoint every transaction, right down to the original journal entry.

“There’s no ability to delete an entry in the Sage system,” Tayler says.

“As a CPA, I recognize the importance of having a system that’s supported by an auditing structure with traceability. Having Sage [300cloud] ensures that any third party—bankers, investors, or external accountants—know they can trust the information you’re presenting.”

Software customization

With Sage, Alkan Air sought to integrate diverse business processes: quoting, booking, dispatch, parts and inventory, and more—a tall order for any single software solution.

“Alkan Air has other requirements beyond just a finance software system,” Tayler explains. “The ability to connect Sage to both our dispatch and quoting system, and to the back-end (which is our parts and inventory system) is extremely valuable to us.”

Tayler credits the successful integration in part to their trusted Sage certified Business Partner, who customizes software to evolving business needs, seamlessly integrates systems, and provides ongoing tech support.

“Not only is the software very capable, but the partner is always very responsive. We’re a 24/7 operation, so we don’t have the luxury of waiting for regular business hours.”



Sage 300cloud gives Alkan Air the ability to make sound, minute-by-minute business decisions along with 100% transparency.

“I recommend Sage to anybody who wants a seamless financial system that will provide accurate financial data while ensuring integrity through traceability.”

Wendy Tayler, President and CEO, Alkan Air Ltd.

Clear skies for Alkan Air

Sage 300cloud's seamless integration with key industry software creates efficiencies that save Alkan Air \$50k or more each year.

Connecting front to back-end software systems streamlines processes while reducing workload and error rate.

Timely, accurate financial reporting enables instant, minute-by-minute business decisions.

Traceability gives auditors visibility into initial journal entries and virtually eliminates possibility of fraud.

Alkan Air's trusted Sage partner enhances smooth business operations with responsive software support.



Sage 300cloud helps Alkan Air boost efficiencies while bringing costs back down to earth.

“Sage helps Alkan Air thrive with timely, accurate financial reporting so I can make quick, minute-by-minute decisions about where the company’s going.”

Wendy Tayler, President and CEO, Alkan Air Ltd.

Ready to soar

In an industry characterized by market volatility and regulatory oversight, Sage provides Tayler with the clarity and peace of mind she needs to lead the company onward and upward.

She’ll continue working with her Sage partner to integrate additional business processes, and expects to realize even greater gains in efficiency and cost savings in the future.

“I’m a huge fan,” Tayler says, “I’ve never found a program quite like Sage.”



About Sage 300cloud

Over 40,000 customers across 150 countries and a variety of industries trust the Sage 300cloud product line to manage their finances, operations and inventory—for a fraction of the cost of traditional ERP software.



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