

CREATIVE BUSINESS SYSTEMS

Implemented Dynamics NAV based solutions to help companies in the seed industry grow

Easy
Scalability

Increased
efficiency

Mobile
Solution

Focussed
ROI

One large UK seed company was able to improve quality of service, automate processes and save costs thus improving profits.

SEED INDUSTRY PROFILE

The seeds industry usually has a unique operating environment where there is a requirement to work with complex production, processing, quality checks, R&D, distribution and geographies. Functional coordination within the organisation demands applications that understand the business and its processes. SeedDNA, based on Microsoft Dynamics NAV, offers production, processing, Quality and R&D modules with modified inventory, purchase, sales and distribution along with finance and payroll.

BUSINESS CHALLENGE

The seed companies we work with are highly regarded as expert vegetable, flower and agricultural seed growers and distributors. Their organisations tend to grow rapidly and it is essential to ensure that the growth is profitable with ease of scalability and minimum cost.

Their ranges of products, seeds and in some cases, specialist treatments are very broad and complex resulting in a multitude of varieties available. Customers of the seed industry include growers who have very particular requirements for a type of vegetable, flower or crop they might wish to grow. This results in a multitude of complex varieties and permutations by customer, by region, quality level and hardness for the region etc. In addition, some companies provide treatment services which results in an expansive range of lot numbers which need to be managed and tracked.

From our experience, most seed companies are managing all their business manually, using multiple spreadsheets and separate paper notes. In order to improve control and help these organisations grow the business we eliminated the manual process and brought all the information together in one system.

Profitability increased by 150% as a result of improved efficiencies, reduced risk of error and the ability to ensure accurate product selection and distribution.

Seed industry

CBS AND DYNAMICS NAV BUSINESS SOFTWARE SOLUTION

THE SOLUTION

CBS have developed a solution using Microsoft Dynamics NAV software which handles multiple varieties of seeds for purchase. As demand and business growth can be constant and rapid in this industry, the system needs to scale easily with no additional costs. Seed growers benefit from a single system where they can keep all their data in one place. Across the many businesses we have worked with, the design is such that anyone across the whole organisation, from the sales person in the field to the warehouse operator dispatching the seeds, can access and use the data to increase control of the business.

The key denominator to successful implementations has been the handling of the treatment of seeds within Dynamics NAV. Warehouse shipments have been automated and the accounts department now have a clearer picture of costs, stock levels and what is actually processed for seed treatment etc.

Typically, benefits across one particular business include:

- Improved planning from sales order and forecast information, enabling demand fulfillment from current stock and outstanding purchase orders as well as planning future purchase orders with suppliers.
- Management of seed lots for testing has been for

seed lots that are received into the warehouse either from 3rd party suppliers or from their own treatment processes. All results are stored by Lot No. in the system. They also perform testing services for other growers and resellers.

- Control over Lot Numbers - The lot number & result 'stays' with the seed even if they are blended (with other seeds) or treated (with chemicals). All Lot numbers consumed in treatments and lot numbers produced by the treatment process are tracked with full traceability.
- Recording of Tasks – Blending / mixing / cleaning etc are all recorded and planned in the system.
- Stock controls with full warehouse control and efficient picking (based on priority).
- Interfaces with partners include annual and monthly forecasting of requirements as well as shipping confirmations.
- Finance updated accurately and with real time batch and stock information as well as purchase orders, invoices, receipts and self billing.
- Accounts dept automated, providing a clear picture of costs, stock levels and what is actually processed for seed treatment etc.

RESULTS AND BENEFITS

- Time and cost savings by reducing risks of error.
- Increase turnover as a result of improved front end sales and control of stock.
- 150% increased efficiency.
- Cost, time and stress reduction from streamlining the process.

SOLUTION FOR SEEDS

The seeds business can be very complex with multiple components and varieties.

As a complete business management system, our seeds-specific solution will create a unified, efficient and more profitable business environment to operate in.

