







Reducing inventory costs with SAP Business One.

FAST FACTS

-  Crop Solutions Ltd
-  Perth, Scotland
-  Agriculture & Farming
-  SAP Business One; BIUP; BI Print & Delivery
-  Integrating UK and European operations
-  Streamlining and reducing reporting times

Migrating from Sage 200 & using real-time data to lower costs

Crop Solutions is a leading supplier of crop covers and machinery. Established more than three decades ago, the company now works with fruit and vegetable growers across 25 countries. Based in Perth, Scotland, the company has a team of experts that provide high-quality products complemented by practical advice to keep Crop Solutions at the leading-edge of the global crop cover industry.

Before deploying SAP Business One almost a decade ago, the company had originally selected to work with Sage 200. However, their experience was not what they had expected with multiple issues being uncovered once the solution was in place.

Ian Wotherspoon, Finance Manager, explains the situation: "We originally deployed Sage 200,

but we wasted a lot of money. It was basically binned after two years because it simply wasn't doing what we needed. At the time, the CRM system was separate from the main solution the two wouldn't talk to each other. And when they did, it would take 5 minutes just to print an invoice or something because it just wasn't connecting well or maybe because the setup was done wrong. Regardless of the exact issue, we decided Sage 200 wasn't fit for purpose for what we needed and then the owner turned to SAP Business One."

Crop Solutions deployed SAP back in 2014 and although the company has been working with the system for approaching a decade, it wishes it had done so sooner.

“Although SAP Business One was a big investment for our size of business, the benefits that we’ve experienced would’ve been enjoyed over a longer period of time. SAP Business One has been a really good investment for Crop Solutions, but it would’ve been even better had it been done initially,” Ian added.

Inventory and Production

After Brexit, Crop Solutions established a European entity, based in the Netherlands, to help continue its manufacturing processes for customers. SEIDOR completed an integration project to link the company’s different databases together and the three warehouses it has across Scotland, England and the Netherlands to provide real-time updates.

“It’s easy to keep control of stock,” Ian added. “SEIDOR configured our different databases in a way so that you can run audit reports really fast and easily. You can drill-down into where stock is located, track stock movements and any stock transactions.”

“The Bill of Materials feature in SAP Business One is also very helpful for us. We have to buy a lot of separate components from a lot of suppliers and then build our machines separately. Some of these processes are also outsourced and we wouldn’t be able to do all of this without the BOM functionality. It’s a key part of our production processes.”

In addition to the powerful inventory and production management, SAP Business One has also played a key part in helping Crop Solutions to analyse existing levels of inventory and to make savings on specific items.

“It’s a lot easier to keep an eye on costs in SAP Business One. Everything is more accurate and we understand a lot better how we’re managing everything to keep costs down. With real-time reports, we can track what spare parts we have so we don’t carry as much stock as we used to. This helps us run our business more cost-effectively by analysing real-time data.”

Productivity and efficiency gains

Reducing costs isn’t the only benefit the company has enjoyed since working with SAP Business One. Although a small team, every department has been able to improve levels of productivity with this all-in-one system.

“When I first came into the business a few years ago a lot of teams were working independently,” Ian added. That wasn’t a massive issue, but with SAP Business One we’ve been able to look at things a bit differently to work more productively together. I’ve shown the team a couple of the reports and they’ve said ‘Oh, that helps me quite a lot’.

We’ve been able to remove spreadsheets and data duplication, and by managing our data centrally in SAP Business One, this has saved a lot of time. Also, it removes any human error. SAP is a lot more accurate than manually managing spreadsheets.

“SAP Business One records everything really well for you and it’s handy for going back and checking things. It’s also really good for building bespoke reports and the capability of the system is enormous compared to Sage 200. SAP Business One is such a powerful system with lots of potential. I wouldn’t say its unlimited, but it’s not far off!”

Reducing reporting times

By managing data from a centralised database and removing manually updated spreadsheets, Crop Solutions has been able to dramatically reduce the amount of time it takes to complete important managerial and financial reports.

In his role as head of finance, the ease and speed of reporting has helped Ian to save up to one day a month on generating reports and closing financial periods. He explained: “With all of the reports and automation available it probably saves me maybe two hours a week on average. In peak times this increases to between 8 to 10 hours a month. The system helps you work faster and more accurately.”

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Partnering with SEIDOR

Crop Solutions began working with SEIDOR a few years ago after their relationship with another SAP partner broke down. After searching for alternative options, it became clear that SEIDOR was an ideal support partner for the whole team at Crop Solutions.

“We were originally with Sapphire Solutions,” Ian explained. “But when I joined my boss was very unhappy with the level of support provided. Everything was very corporate, it wasn’t great and there was a definite clash of cultures. They weren’t suited to our type of business.

“I reached out and had a long chat with SEIDOR and I liked the ideas they put across. SEIDOR is very suited to a small to medium-sized enterprise. They are the right fit for us and to be honest, it’s been a great move. We’ve really enjoyed working with SEIDOR and we’ve had absolutely no problems with their team.”

Despite only working with SEIDOR for a short period of time, Ian and his colleagues at Crop Solutions have already established a positive relationship with SEIDOR’s SAP Business One helpdesk. This helps Crop Solutions to maximise its utilisation and performance of SAP.

Ian said: “Everything works very, very smoothly with the helpdesk team. One of the things I like is that we always speak to the same people. We don’t have many issues with SAP at all to be honest. But when we do need to contact SEIDOR, you get a good feel for the them and they are really good. I feel like they understand our business – even if you haven’t spoken to them for a while. They’ll always delve into things and look into things for you. They’re really good.

“Unfortunately, at our other partner, there was a whole range of different people we’d speak to. They didn’t really explain what was going on or what the issues were and at times it felt like they were rushing to close support tickets.

“But at SEIDOR they talk you through things. Even if they have to investigate issues, the support team will come back to you afterwards and explain things so you get a level of understanding of what’s going on with your system.”



Ian Wotherspoon

Finance Manager, Crop Solutions

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ABOUT SEIDOR

We are human focused, technology experts. SEIDOR is a multi-national IT consultancy firm that works with all types of organisations to simplify operations with our affordable innovation. As one of the world’s leading SAP Platinum Partners we deliver world-class SAP ERP services and solutions into all types of growing companies.

Our experts offer a comprehensive portfolio of innovative solutions, and our award-winning services are proven to help small to mid-sized companies overcome common challenges to achieve their goals.

When it comes to ERP, SEIDOR is your No.1 choice.

