

Family-Owned Cherry Producer
Gains Competitive Advantage
and Triples Scanning Rate With
SAP Business One



ABOUT



With its annual production of approximately 1,800 tons, Coral Beach Farms is Canada's largest cherry supplier. Its premium cherries grow at seven farms along the shores of Okanagan Lake in British Columbia, where they're picked and processed at the company's packing plant. Jealous Fruits, the sales and marketing arm of Coral Beach Farms, offers farm-direct cherries to qualified wholesale and retail partners worldwide.

Company

Name:
Coral Beach Farms, Ltd.

Industry:
Cherry Supplier

ERP Solution:
SAP Business One®

Summary

- Eliminated duplicate data entry and increased data accuracy, saving 1 to 2 full-time staff equivalents
- Increased information availability and accessibility
- Improved accuracy, especially in invoicing
- Improved inventory control
- Complete visibility into the supply chain

“SAP Business One gives us a clear advantage over our competition. They still suffer from the same problems we had before we implemented the software.”

Mike Lane, controller at Coral Beach Farms

Visit them at www.coralbeach.ca





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*Mike Lane,
controller at Coral Beach Farms*

The Challenge

Coral Beach Farms is a fast-growing company that previously used spreadsheets and a small batch-oriented accounting program. Business data was scattered between these applications, stored in filing cabinets, or not recorded at all, and information had to be entered manually in two or more places. With such dispersed data, operations like cost tracking and inventory control were difficult and error-prone. When incorrect invoicing made the company's challenges obvious to its customers and threatened client satisfaction, Coral Beach Farms knew it needed better business software support.



The Solution

Mike Lane, controller at Coral Beach Farms, quickly chose SAP Business One to improve operational efficiency. Because Jealous Fruits and Coral Beach Farms are separate legal entities and required by law to report on different variables, Lane ensured that two databases were created. Both entities have seen significant benefits from SAP Business One simply because employees can enter all data in an accessible, centralized location. SAP Business One's advanced reporting tools provide real-time information that makes daily operations even easier—improving everything from inventory management to accounting to paying field workers.

With Vision33's help, Coral Beach Farms set up SAP Business One to meet all its needs. Lane wasn't surprised, as he's no stranger to partnering with Vision33—he had just finished a highly successful SAP Business One implementation with Vision33 at his previous company. He says, "In the past, I had worked with several ERP systems, and SAP Business One compared so favorably that I never considered anything else for Coral Beach Farms. Nor did I consider any company but Vision33 to do the implementation."

Working With Vision33

Lane and Vision33 established an ambitious three-month implementation schedule with a tight budget. Vision33 ensured Coral Beach Farms met its implementation goals and helped them develop a rapid scanning system for cherry totes that integrated with SAP Business One. This scanning system replaced an old PDA-based system that was so slow employees often worked until midnight to tabulate a day's results. Vision33's solution tripled the scanning rate and provided an automatic data import into SAP Business One.





Vision33 transforms business processes and results for customers by delivering value through the promise of technology and its benefits for growing businesses. For over 30 years, Vision33 has helped companies integrate and automate their business processes and applications to better serve their customers, employees, and stakeholders. The technologies may have changed drastically in 30 years, but Vision33's mission has never wavered.

With over 1,000 customers worldwide, Vision33 helps manufacturers, distributors, service firms, and SaaS businesses outperform their competition and lead their industries with successful technology investments.

With nearly 500 employees, Vision33 offers product expertise, business experience, and innovative technology leadership. Whether a global company with 100 subsidiaries or a small business, Vision33 works alongside every customer to meet their goals.

Vision33 also has formal partnerships to resell, implement, and support leading ERP applications, is a leader in cloud deployment, and has developed exclusive products, including Saltbox (saltbox.io) and iDocuments (idocuments.io).

For more information about Vision33, visit www.vision33.com.

Contact your nearest Vision33 sales office to discuss how we can help transform your business.

United States

7545 Irvine Center Drive, Suite 200
Irvine, California 92618
Tel: +1 949 420 3300
contact@vision33.com
www.vision33.com

Canada

210 Water Street, Suite #400
St. John's, NL A1C 1A9
Tel: +1 709 722 7213
contact@vision33.com
www.vision33.ca

Europe

1 Heathgate Place, Unit 1, 75-87 Agincourt Road
London, NW3 2NU
Tel: +44 (0) 20 7284 8400
contact@vision33.co.uk
www.vision33.co.uk

