

Food Wholesaler Reduces
Processing Time and Sees
34% Immediate Savings by
Moving to SAP Business One

ABOUT



PAGASA, a leading provider of over 20 pastas and 15 varieties of cookies in Mexicali, Baja California, has been in business for over 50 years and sells its products in Mexico, the United States, and Canada.

Intermex Foods is a subsidiary of PAGASA and a wholesaler in San Diego, California. For over 30 years, Intermex Foods has provided high-quality, affordable pasta and cookies to supermarkets in the United States.

Company

Name:
Intermex Foods

Industry:
Wholesaler for pasta and cookie products

ERP Solution:
SAP Business One®

Summary

- Insight into company costs with accurate, real-time reports
- Streamlined operations with automated workflows in a centralized location
- Improved work balance and office environment
- Sustainable growth with a scalable solution

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SAP Business One is a tool for decision-making. It is knowledge in one source and one database. It will be what sets us apart from our competition.

Rafael Benavides, project manager at Intermex Foods



Challenges

Intermex Foods prides itself on providing quality pasta and cookie products at reasonable prices. The company maintains a tight profit margin because its owners believe good food should be attainable by all. Unfortunately, the rising cost of raw materials has made it more difficult to balance the value to customers and its profit margin.

The basic business management tools like QuickBooks, Excel, and binders Intermex Foods was using made it difficult to manage data and stay on top of daily operations as orders increased. Lorenza Macilko, Intermex Foods's general manager, says, "I was just accepting everything that came in. I spent so much time on daily operational tasks that I didn't have time to figure out where we were losing money." There was little to no communication between departments, and the volume of orders was increasing so fast there was no time to evaluate company successes and failures.

As Intermex Foods continued to grow, tracking profitability became a bigger challenge. Without a system to track key performance indicators and customer buying patterns, Intermex Foods didn't have the data it needed to expand with confidence. Sometimes, it took months to pull data for a report because of information siloes, and by the time employees completed the reports, the information was outdated. It was abundantly clear that Intermex Foods had outgrown its systems.



Solution

Intermex Foods created a list of requirements for its ideal business management software and, after extensive analysis, chose SAP Business One Cloud powered by Amazon Web Services. “SAP Business One was the only solution that covered all of our requirements,” says Rafael Benavides, project manager at Intermex Foods.

After implementing SAP Business One Cloud, Intermex Foods put away the spreadsheets and binders and realized the value of having all its business information in one centralized location.

Reports that used to take months are now available in minutes—and the data is never out of date.



We've already seen 34% savings. That's roughly a \$55,000 savings in the reduction of processing time alone. As far as I'm concerned, SAP Business One Cloud has already paid for itself.

*Rafael Benavides,
project manager at Intermex Foods*



SAP Business One Cloud allows Intermex Foods to easily adapt to changing market demands by tracking key performance indicators with accurate, real-time data. The company's operations were streamlined so successfully that Intermex Foods save 34% immediately after going live with the software.

The cloud version of SAP Business One allows staff to access company data anytime, anywhere, on any device. They can work from home versus spending long hours at the office.

SAP Business One Cloud has given Intermex Foods the tools it needs to make more informed business decisions. The company can use SAP Business One Cloud's business insights to cut back on current expenses and keep prices low.

With this ERP solution's flexibility and scalability, Intermex Foods has a sustainable foundation to drive profit and continue growth.





Vision33's business acumen about our industry was really valuable. Not only were they very knowledgeable about SAP Business One, they had great insight into industry best practices."

*Rafael Benavides,
project manager at Intermex*

Working With Vision33

With Vision33's help, Intermex Foods had the local support it needed for a successful implementation. In addition to being the number one global value-added reseller (VAR) for SAP Business One, Vision33 has local access to world-class technical resources that provide Intermex Foods with ongoing support, training, and guidance.

"Vision33's business acumen about our industry was really valuable," says Benavides. "Not only were they very knowledgeable about SAP Business One, they had great insight into industry best practices."





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.

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