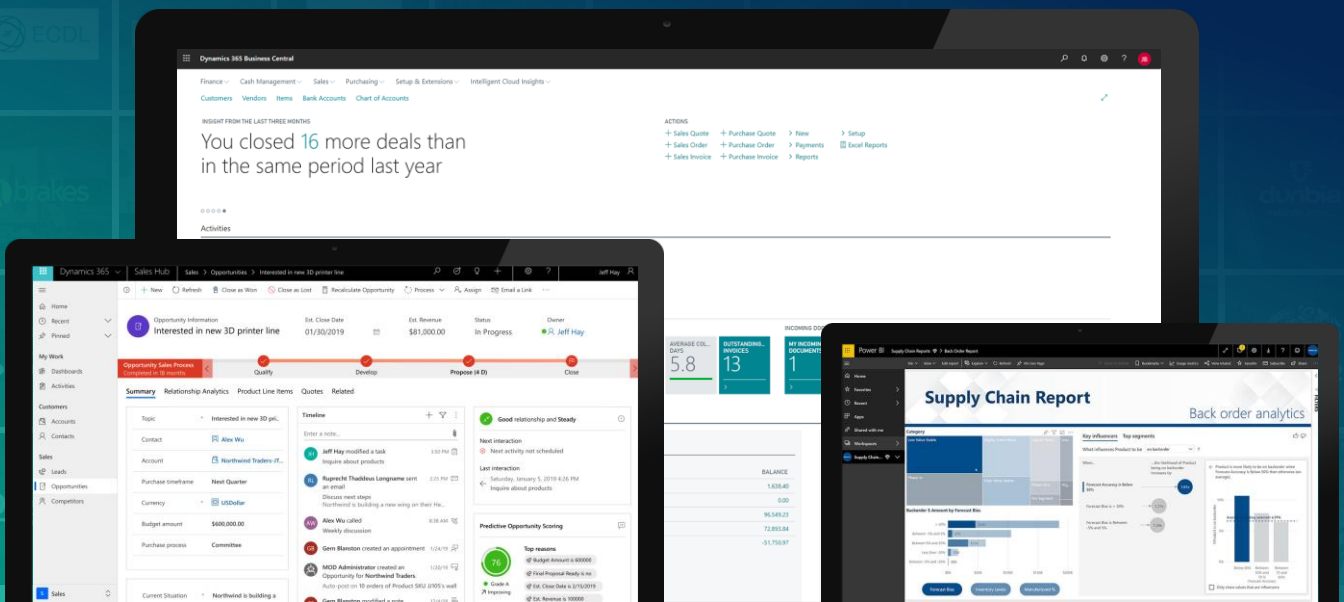# Dynamics 365 for the Feeds and Seeds Industry

Ireland's Largest Dedicated Microsoft Dynamics 365 Provider

Sysco Foods: Feeds and Seeds

Microsoft Dynamics 365 empowers your team to meet the demands of your business and keep you ahead of your competitors. Whether you are trading grain, pulses, seed or any other agri-business commodity, Sysco Software can provide you with a comprehensive suite of Microsoft Dynamics 365 modules designed specifically for the feed and seed industry to manage the supply of products from contract orders through production integration and delivery.

Key Features include…

Full multi-currency sales, purchase and general ledgers along with banking, fixed asset management and in-depth reporting.	Logistics planning presents schedules in advance, planned routes can be plotted on Google mapping.
Transact with your customers and suppliers in their chosen currency.	Predicative customer ordering with special pricing.
Create and maintain financial fixed assets such as buildings, machinery and equipment and create multiple depreciation books and asset journals.	Automatic calculation and accounting rebates and discounts with suppliers and customers.
Integrated Stock Control.	Integration with 3rd party applications such as formulation management, mill systems and weighbridges.
Remove duplication and optimise the use of information from sales order through formulation to the mill.	Single point of stock control managing the expected supply from producers over a defined period of time integrated with purchase ordering and receipting of stock against the contract.
Full batch traceability to effectively manage formulation compliance and quality control.	Upon receipt of seeds against the grower contract the user can select a test and assign results against the lot for traceability.

Sysco Foods: Feeds and Seeds

Management Module

Management information delivered in real time is key to informed decision making. In this fast moving competitive industry information is vital; users have access to all the necessary business information when and where you need it to make better decisions.

Dashboards and charts can display the ERP or CRM data and show the status of different departments, people and processes highlighting key trends within the business.

Production Module

Microsoft Dynamics will bring all the industry specific systems together removing duplication and optimising the use of information from sales order through formulation to the mill.

A single system manages customer expectation and drives production, stock control and logistics whilst removing duplication of data entry. It incorporates full batch traceability from raw material to finished product.

Linked to finance, all production activity is recorded providing actual controls of costs and material usage.

Reporting and in-depth analysis provides relevant business insights.

Financial Module

Microsoft Dynamics works to drive tight Financial Management integrated with all core modules to drive and control all administrative and financial activities within your business.

The suite includes full multi-currency sales, purchase and general ledgers along with banking, fixed assets management and in-depth reporting, providing control and management accounting from one system.

Transact with your customers and suppliers in their chosen currency. Electronic sales and purchase transactions are posted automatically via Sysco's EDI module or via the Web Portal interface.

Sales Module

Sales and Customer Service teams gain clear up to the minute understanding of sales activity over time, securing on-going timely orders and enhanced customer management.

Customer orders are managed via tele-sales based on scheduled calls as agreed with the customer and in line with agreed deliveries based on average usage.

Marketing activity can be targeted to specific customer groups to promote additional complimentary product sales and present promotions to win new sales.

Sysco Foods: Feeds and Seeds

Supply Chain Module

Microsoft Dynamics supports demand and supply chain management as well as efficient collaboration amongst depots, warehouses and processing plants. Efficiencies gained from an integrated system can substantially reduce transaction costs whilst improving customer service and profitability.

The single solution manages stock to levels ensuring the mill produces the appropriate blend when required in line with date effective prescriptions. Integrated stock control considers sales demand and current stock levels resulting in an effective supply for customers.

Microsoft Dynamics planning logistics schedules in advance to ensure customer orders are proactively confirmed and added to the load schedule. Loads are then batched by route and drop sequence to optimise the delivery fleet and self-billing for the hauliers. Each haulier is presented with a monthly statement of deliveries by an agreed rate which then creates a payment through the purchase ledger.

Planned routes can be plotted on Google mapping and text messages notify customers of the planned delivery, resulting in effective communications and utilisation of resources.

Our client partnerships in the Feeds and Seeds industry include

FaneValleyFeeds

UnitedFeeds

Germinal.

WATSON SEEDS