



CUSTOMER SUCCESS STORY

CUSTOMER

Monsanto Choice Genetics, Inc.

INDUSTRY

Porcine genetics

LOCATION

St. Louis, Missouri

Number of Locations

Multiple

Number of Employees

150

SYSTEM

Sage MAS 500

Modules in Operation

- Accounts Receivable
- Accounts Payable
- Alerts
- General Ledger
- Inventory Management
- Sales Order
- Purchase Order
- Inventory Replenishment
- eSalesforce
- Customizer
- Data Porter

Monsanto Choice Genetics Accelerates Genetic Progress With Sage MAS 500

The Monsanto Company, a world leader in seeds, crop protection, biotechnology, and animal agriculture, strives to “imagine tomorrow’s possibilities.” Monsanto Choice Genetics, its porcine genetics subsidiary, provides high-quality porcine genetics and utilizes Monsanto’s capabilities and expertise in genomics to identify DNA markers used to accelerate genetic progress.

Swine breeders purchase product from Monsanto to acquire specific progeny traits such as leanness, prolificacy, meat quality, and animal durability. Monsanto Choice Genetics also offers production management solutions, such as the innovative closed-herd breeding system called the Core Matriarch Pyramid.

Sage MAS 500 ERP Brings Home the Bacon

Before its acquisition by Monsanto in 1998, the genetics company used several standalone software packages for managing its accounting, inventory, and sales data with information stored on a mainframe. Data had to be entered several times, creating



unnecessary work. Sharing information was difficult, resulting in delayed invoicing and reporting.

With new ownership came an urgency to realign with the parent’s networked-PC architecture. After an extensive search, Monsanto Choice Genetics chose Sage MAS 500 ERP because of its end-to-end integration and module flexibility.

“Today we use Sage MAS 500 for everything from order entry to royalty tracking and forecasting,” says Stacey O’Neill, project lead. “The system has reduced our workflow in these areas by as much as 50 percent.”

CHALLENGE

Replace legacy IT systems that maintained siloed information, to better align with integrated business model.

SOLUTION

Sage MAS 500 with General Ledger and integration with internal applications.

RESULTS

Eliminated workload of 1.5 full-time employees, streamlined order entry and billing processes by 50 percent, improved cash flow, and permitted better revenue forecasting.



Your business in mind.

"I like the intuitiveness of Sage MAS 500, and the fact that it met at least 80 percent of our requirements right out of the box. It has been easy to implement, and to customize when necessary. The system has eliminated the workload of one and a half full-time employees, and allowed us to allocate staff resources to other areas besides data entry."

—Stacey O'Neill
Project Lead
Monsanto Choice Genetics, Inc.

ABOUT SAGE SOFTWARE

Sage Software has been responding to the needs, challenges, and dreams of small and mid-sized businesses for over 25 years. With a complete range of business management solutions and services, Sage Software helps companies improve customer relationships, reduce costs, and automate and integrate a variety of operational activities. Its solutions support the specialty needs of a broad scope of industry segments, including manufacturing, distribution, construction, real estate, nonprofit, and professional services.



Faster, More Accurate Pricing

Sage MAS 500 replaced a manual pricing system with an interface to a proprietary pricing engine, which calculates prices according to complex formulae. "Breeder's pay us royalties for the use of our genetics," says O'Neill. "We assist with mating, and our statisticians analyze breeding results. Royalties are calculated according to production levels, herd size, and percentage of our genetics in the offspring. We, in turn, pay production fees to third-party suppliers who produce many of our live animals—all adding to the complexity of our pricing structure."

After the numbers are crunched, data is imported automatically as an invoice file to Sage MAS 500 for billing. Sage MAS 500 has cut the steps in the billing process from 18 to less than five, and helped ensure that both costs and revenues are allocated appropriately.

Another significant improvement has come from online capabilities. Previously, customer data was entered manually from e-mails, faxes or phone calls. Now customers input data themselves on a Web site created by Monsanto, for automatic delivery to Sage MAS 500. "The Web interface has saved a lot of time and effort, reducing a nine-step data entry process to two," says O'Neill. "Accuracy has improved as well."

Predicting Future Inventory

Production forecasting has always been difficult, given the nature of products at Monsanto Choice Genetics. "We must track both current and projected inventory, and factor in production rates for various litters," says O'Neill. "Environmental factors are constantly changing, directly impacting product availability and production forecasts. Sales reps need to know

anticipated product availability to meet customer orders.

Sage MAS 500 receives inventory data through a custom interface with our availability application, which makes this information available to logistics for order processing in real time. It's exactly what we've needed for optimizing the sales process."

Sage MAS 500 has had an equally positive impact on accounts receivable. With more usable data at their fingertips, staff members have reduced the number of days in the receivable cycle, improving cash flow.

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