



CASES OF GREAT PERFORMANCE

ARE YOU OUR NEXT SUCCESS STORY?

Columbus knows how to make businesses more successful by adapting and implementing proven, Microsoft-based solution sets to maximise the efficiency and overall business performance of food manufacturing and distribution companies.

STATE GARDEN - UNITED STATES

For State Garden, a major supplier of fresh cut spinach and celery in the USA, noncompliance was a major concern since its existing system didn't support true lot tracking. Furthermore, State Garden was unable to track resell orders and extra procuring charges, which caused economic loss and the company not being able to determine the true profitability of each sale.

RESULT:

With Columbus and Microsoft Dynamics, State Garden not only received the tracking capabilities they needed, they also expanded their operations, including acquisitions and new business lines.

“Columbus has helped us being very effective in managing recalls, and that incorporated with the other policies and procedures that we have in place, makes us very effective.”

Tony Bordieri, COO and CFO, State Garden, Inc

LET US HELP YOU DO BETTER

With deep industry engagement, we build targeted solution sets on top of the reliable Microsoft platform that deliver value and ROI faster.

Our solutions often meet 80% of the industry requirements right off, and with basic system configuration, you will experience the full impact on your business performance at a lower total cost of ownership.



FAIRFAX MEADOW - UNITED KINGDOM

Fairfax Meadow is the UK's largest national catering butcher with a very robust reputation in the food industry, serving many prestigious blue chip customers from the hotel, pub, restaurant and travel sectors. Offering the most flexible product ranges as well as making order processing and delivery as efficient and effective as possible is paramount. However, the legacy system had become obsolete in a catering market, where only about 10% of orders used to be received by EDI to now over 50% of all orders being electronic.

RESULT:

Columbus helped Fairfax Meadow implement Microsoft Dynamics AX, which has given the company much tighter control over the shop floor. It allows them to collect information in real-time, answer customers with up-to-the minute information and has reduced time of order processing by up to five hours!

“The system has reduced the amount of time that we need to spend on sales administration, which gives us more time to sell.”

Tracey Gardener, National Account Controller, Fairfax Meadow

RĪGAS PIENSAIMNIEKS SIA - LATVIA

Rīgas Piensaimnieks SIA is a dairy manufacturer producing more than 100 different products to all over the world. After many years of growth, the company had outgrown its legacy system, which was unable to provide sufficient financial figures and ensure proper business process management through correct planning and analyses.

RESULT:

Columbus has helped Rīgas Piensaimnieks implement a single, integrated system that supports the entire business process, reporting and analysis. This allows for better evaluation of effectiveness and planning of future work, transporting routes, stocks and production volumes. By using the new system, Rīgas Piensaimnieks can register sales orders, calculate the customer's prices, promotions and generate sales invoices automatically.

“In the past, information on production and cost dynamics were difficult to access, but now it is available in real-time every day.”

Anatolijs Krivkins, Head of IT management processes, Rīgas Piensaimnieks SIA

WANT TO KNOW MORE?

For more information on Columbus Food, including case studies, videos and white-papers, visit www.columbusglobal.com/food

WHY PARTNER WITH COLUMBUS?

We can help you streamline processes to optimise your business performance in a professional and pragmatic way.

By upgrading to a Columbus end-to-end business application you will gain real time access to accurate business details and full control over every aspect of your operation, so you can adjust to changing business environments.

WE OFFER:

- ✓ *The economic advantages of a global supplier*
- ✓ *The attention to detail of highly qualified locally based industry consultants*
- ✓ *Competitive business advantage through our proven SureStep+ process and unique solution sets*
- ✓ *Faster and less expensive implementations*
- ✓ *Continuous focus on finding efficiencies and productivity gains through technology*



2011 PARTNER OF THE YEAR
Microsoft Dynamics Distribution
Finalist

ABOUT COLUMBUS:

Columbus currently employs over 1,000 dedicated professionals working out of 41 offices in 21 countries. With more than 20 years experience and 6,000 successful business cases, Microsoft recognises Columbus as a top global partner and has presented the company with virtually every award and certification available.

