



Incotec grows and flourishes with SAP Gold4Agro

Incotec grows and flourishes like the seeds they process for customers. The company has locations all over the world and provides products and services for seed improvement, seed coating, pelleting, and analytical research for genetic analysis and quality inspection. To stay in control of this growth, itelligence and Chainresult have streamlined the processes with Gold4Agro based on SAP Business All-in-One.

Partner



Management Summary

Company or Organization

Incotec

Headquarters or Location

Enkhuizen, The Netherlands

Industry

Agricultural

Products and Services

Processing of agricultural products

Employees

490 (2014)

Revenue or Budget

63 million Euro (2014)

Website

www.Incotec.com

Implementation Partner

itelligence

BUSINESS TRANSFORMATION

Key objectives:

- Integrating all business processes on a single platform
- Replacing outdated solution with a system from a single dependable supplier with a reliable implementation partner possessing industry expertise and sufficient specialised employees
- Aligning business requirements with production processes
- Using an ERP system for detailed cost price calculation
- Simplifying cooperation with customers, suppliers, and locations abroad
- Aligning the organisation to the advanced new possibilities of systems to generate support among employees for entering data and optimally streamlining business processes
- Unambiguously capturing and securing master data for quality standards
- Simple international rollout
- Facilitating growth

Solution:

- SAP ECC implementation with modules MM, WM, QM, SD, PP-PI, and FICO, and SAP BusinessObjects based on itelligence template Gold4Agro

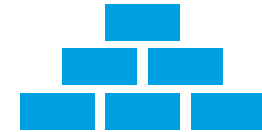
Main advantages:

- A solid basis for detailed reporting, e.g. for cost price calculation and stock management
- Real-time management information
- Grip on growth and consolidation of all (international) subsidiaries
- Business processes based on latest technology and industry best practice
- More integrated than the old ERP solution

TOP BENEFITS ACHIEVED



Monthly closings within the agreed time



Integrated and solid



Grip on growth

“Thanks to the close cooperation with itelligence and the process management by Chainresult, we have created a clear structure with the Gold4Agro solution to maintain a grip on our business processes.”

Jan de Vries, CFO, Incotec

Management Summary

Business Objectives

Solution

Transformation

Benefits

Future Plans

Integrating business processes and stimulating international growth

From the corn fields of North America to the rice fields in Asia and from the soy plantations of South American to the Northern European greenhouses, Incotec products improve and enrich seed quality in every corner of the world. For this purpose, it conducts research for growers and breeders in the seed industry, so that their seeds provide maximum yield with the technology of Incotec. With two business areas (vegetables and field crops), Incotec Group contributes to the global development of sustainable agriculture and horticulture. The company has a large and important role in the Dutch agricultural knowledge sector, which provides approximately 60% of the world's vegetable seeds.

Jan de Vries, CFO at Incotec, “With the replacement of our old ERP, we wanted to mould the strong international growth and success of our business into a uniform, solid, but flexible and future-proof shape. Together with itelligence and Chainresult, we have created a structure based on SAP ERP and the itelligence template Gold4Agro which optimises our processes, and which can count on support within the organisation in spite of the changes that this necessitates. The next step is to also deploy this system in the US and Brazil, in order to bring together all our current and future growth in a single integrated system which will streamline (international) cooperation with customers, partners, and between departments”.

“Because implementation and ‘lessons learned’ are structured and documented, we can achieve time savings with the future rollout on other continents.”

Jan de Vries, CFO, Incotec

Management Summary

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‘Clear project scope and quick results’

De Vries: “We need a solution that integrates our business data into a single platform. In addition, the solution must offer optimum data security and unlocking, and must use optimum standards, so that we all speak the same ‘language’. Regardless of the country where we use the system, or the partners, clients, and suppliers we work with. We also want to have detailed insight into all business processes. From purchasing, stock management, and production to invoicing and consolidating all (international) financial results”.

“This could not be achieved with an update of our old system, Movex. There was too much customisation and departments were too reluctant to let go of existing methods. itelligence and Chainresult are strong implementation partners with a lot of experience, which means they can clearly define and map the scope and potential of SAP. They have generated support among our employees by creating a comprehensive blueprint with Business Process Modelling. By means of interviews with key users, they properly identified their needs.”



1 platform integrates all processes

The template Gold4Agro includes all industry best practices, so that Incotec could quickly start using the new software, and the unique technology is well protected on the basis of the robust SAP authorisation requirements. “Everyone immediately saw the advantages of the new method, so we were not tempted to add too much department-specific customisation. And because the implementation and the ‘lessons learned’ are well documented, we can achieve more time savings with the rollout on other continents.”

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‘Everything integrated and aligned with business’

De Vries, “over the years, different clusters of valuable business information had formed. When SAP is properly fed with data, it helps us collect and distribute fragmented data in a structured manner. Once we have implemented this structure consistently throughout the entire world-wide organisation, this will provide a wealth of analytical information which we can use to enrich our reports and provide our customers with additional support so that they can get the most out of their seeds”.

“Our organisation is still changing, but our employees now have the tools to work together better. This offers the entire organisation the chance to better prepare for future developments. The training provided by itelligence and Chainresult greatly helped our employees with getting used to these new methods and solutions. Because both partners clearly indicated the scope and potential of SAP, there were no changes that made the new system unnecessarily complex.”

GREATEST BENEFITS

1

1 structured platform



Better customer support



Workflow from order to invoice

Management Summary

Business Objectives

Solution

Transformation

Benefits

Future Plans

Cost price calculation, control of stocks, traceability

De Vries sums up the advantages for Incotec, “Specialised partners like itelligence and Chainresult are not purely IT focused, but help organisations make the change and select the right SAP solutions from the many options that are available, in order to streamline the business processes. Our choice for SAP was mainly based on the knowledge and the employees that itelligence provides in order to ensure the success of a complex project like this”.

“By creating a master data and transactional database with SAP ERP, we will be able to see all the details of each batch of seeds, even years after delivery. We will also see exactly what ingredients we have in stock, where they are, and what the best purchasing prices are, and distribute these across our locations. This also enables us to calculate cost prices more accurately.”

“Employees receive automatic updates when they need to take action. They can always see where products are located. The data they save is secure and we know exactly who viewed and filled out what and where, so that we can properly monitor our valuable recipes. All our processes are integrated, so that we always stay in control, from purchasing to final invoice. In addition, production and business are optimally aligned.”

Management Summary

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Rapid rollout across other continents

“Setting up an integrated system for all of Europe and aligning it with the needs of the organisation has been a large project, but by adhering to the Gold4Agro template by itelligence, we can replicate the approach on other continents, and further deployment is expected to happen four times faster. Feeding the system with new data will quickly yield large data sets, which we can use to enrich our future reporting”, De Vries explains with satisfaction.

“The result is that we gain an even better understanding of the performance of the seeds, and that we can offer even more added value to our customers. If you know that only 20% of the germination capacity is currently used with many seeds, it is clear that we can still achieve great improvements in terms of increasing the productivity of agriculture. This will be necessary to ensure a sustainable future for generations to come.”





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