



Partner

itelligence NITT DATA Business Solutions

Sensus: Optimally prepared for the future with Gold4Agro

From contracting, goods receipt, quality assessment, validation, and pricing to self-billing and invoicing. Sensus has integrated and streamlined all of these processes using the Gold4Agro template by itelligence. The company, with production locations in Roosendaal and Zwolle, develops new concepts and applications based on inulin and oligofructose, ingredients from the very healthy chicory root, together with its customers.

Management Summary

Company or Organization

Sensus

Headquarters or Location

Roosendaal, the Netherlands

Industry

Agro

Products and Services

Processing of chicory root into inulin and oligofructose

Employees

150 (2015)

Revenue or Budget

Unknown (2014)

Website

www.inspiredbyinulin.com

Implementation Partner

itelligence

BUSINESS TRANSFORMATION

Key objectives:

- No longer relying on a custom system
- Being prepared for future developments
- Optimal collaboration and data sharing between suppliers and customers

Solution:

- SAP ERP based on the Gold4Agro template by itelligence

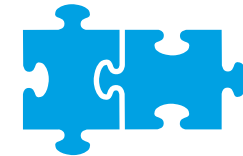
Main advantages:

- Streamlined purchasing processes
- Easily adjustable standard system
- Recognizable processes
- User-friendly interface
- Based on industry best practices
- Flexible, integrated, and easier to manage than the old ERP solution

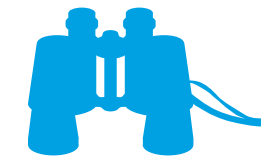
TOP BENEFITS ACHIEVED



Time savings: 25%



Standardized and flexible



Prepared for future innovations

“We want to streamline the purchase of our raw materials, the chicory root, with standard SAP ERP, so that we need to invest less time and money into managing and adjusting our ERP solution.”

Wilfert van Veldhoven, Manager Finance & Control, Sensus (Royal Cosun)

Management Summary

Business Objectives

Solution

Transformation

Benefits

Future Plans

Standardizing and streamlining purchasing processes

Sensus focuses on the sectors of bread & bakery, dairy, cereals, and bars. The ingredients for these are on the market under the names Frutafit inuline and Frutalose oligofructose. These ingredients come from chicory root and are a basic ingredient for many healthy products. The company operates in Europe, North America, and Asia, and has production locations in Roosendaal and Zwolle.

At the production locations, Sensus makes its standard products. Together with commercial customers in the food industry, Sensus develops new concepts and applications with its ingredients. Wilfert van Veldhoven, Manager Finance & Control at Sensus: “In order to grow and quickly respond to new developments, we want to have the

purchasing of our basic product, chicory root, run as smoothly as possible. That is why we opted for an administrative system that makes optimal use of the standard possibilities that SAP ERP offers. As a result, we save time and money on managing, maintaining, and modifying our ERP solution.”

“itelligence has a lot of experience in the food and agricultural sector and knows the best practices of our industry. Thanks to itelligence, we are now much better prepared for future developments, supported by a standard ERP solution that grows with our needs.”

Wilfert van Veldhoven, Manager Finance & Control, Sensus (Royal Cosun)

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‘Standard environment to take advantage of best practices’

Sensus wants to integrate all the business processes into a single ERP system based on the best practices of the agricultural industry. The company has always used SAP. For the agricultural part, a lot of customization within the system was necessary. Managing this customized environment became more and more complex. That is why the company chose Gold4Agro by itelligence, an agricultural-specific ERP template with pre-designed and documented processes, combined with extensive documentation and its own proven successful project approach. As a result, the system can be easily expanded and modified in the future.”

Wilfert van Veldhoven, Manager Finance & Control at Sensus, part of Royal Cosun, explains why Sensus chose SAP implementation partner itelligence. “itelligence has a lot of experience in the agricultural sector and knows the best practices of our industry. The larger SAP implementation partners are not as specialized in our processes. itelligence is on top of the developments in the



Easily growing with needs

agricultural sector and develops based on industry-specific standard ERP solutions that can easily grow with our needs. This way, they can help us prepare for future developments in our industry, but can also help us optimally design and improve the existing processes. This allows us to, for example, cooperate even better with our suppliers.”

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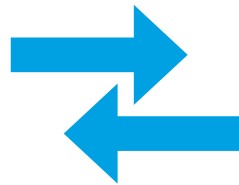
Future Plans

All of the relevant data in one place

Sensus wants to work every more closely with suppliers, who are also customers, by more efficiently handling the product stream (chicory root) from the land and digitalizing the relationship with the farmer. With Gold4Agro, the company integrates all processes into a single solution: from contracting, goods receipt, quality assessment, validation, and pricing to self-billing and invoicing. All relevant data about breeding, cultivation, harvesting, receipt, and settlement are no longer managed in separate systems, but are now organized into a single comprehensive system.

“Van Veldhoven: in the food sector, quality control and supply chain management are very important. With Gold4Agro and SAP ERP, we can more toward simple data exchange. This allows us to optimally guide our suppliers to achieve the best harvest results by linking our data with the data of farmers in a smart way, so that we can help each other. For example, to determine the best sowing period, or by analyzing which seed is best for certain soil types. We also keep track of what grew last season and which, or how many, products for weed control work best. Gold4Agro also offers the flexibility to integrate variables into our system.”

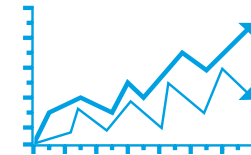
GREATEST BENEFITS



Data sharing



Flexible growth



Standard, but variables are possible

Management Summary

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Standardized, but with room for exceptions

“Van Veldhoven: “Gold4Agro has furthered our organization and existing administrative processes through standardization. The custom system we previously used was difficult to fathom. itelligence is both an SAP expert and a specialist regarding the European agricultural market, so we profit from optimally designed processes, based on international best practice in our industry.”

“SAP offers employees familiar interfaces that support standard processes for plant maintenance, purchasing, and self-billing, while still offering the possibility of flexibly capturing abnormal situations. As an experienced SAP partner, itelligence can provide us with excellent advice on how to do this. Thanks to itelligence, we now have a system that forms a solid foundation for the further development of our organization.”

“We can also easily manage this system and are not dependent on those who customized our previous system. The familiar interfaces ensure that new employees can easily and quickly start working with the system. We can flexibly add new functionality. When working together with suppliers in new growing areas, we can easily add data. If there need to be settlements with suppliers, this is all possible as well. Moreover, with Gold4Agro, we are achieving considerable gains in the purchasing process. The time savings in the process - from purchasing and receipt of goods up to invoicing - can be as much as 25%.”

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Reaping the benefits of SAP BusinessByDesign

Working with an integrated system is a major transition. Tieman: “Business ByDesign has major consequences for our organisation and the existing processes, so we have not yet been able to reap the full benefits offered by the streamlined processes. The men of itelligence, together with us, are working hard to configure the solution in accordance with our needs. We believe in the long term plans of SAP. That is why we find it worthwhile to invest a lot of time in SAP Business ByDesign.”

“We expect our administration to always be current and our historical data to soon form a wealth of analytical data. With SAP and itelligence, we can further streamline our business processes on a reliable foundation over the coming years. I am very satisfied with the way itelligence has approached this project so far.”





Business Objects SAP™



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