

A Shelf-Stable Office of Finance at AmeriQual

AmeriQual produces, packages, assembles and distributes high-quality shelf-stable foods for major food brands and the United States Department of Defense. Their Office of Finance had difficulty managing the amount of manual work required to complete their month-end reporting and analysis, as Sage Enterprise Management (X3) had limited Corporate Performance Management functionality. With Prophix, AmeriQual automated their data consolidation and close, allowing them to produce detailed monthly and weekly reports.

Business Challenges

For month-end reporting, AmeriQual's finance team had to consolidate data from several disparate sources. Verifying and analyzing this data could take an entire week, limiting the time spent on valuable analysis. AmeriQual's budgeting was also manually performed in Excel, which created issues with version control and accountability. It became difficult to make changes and manage over 300 different SKUs without requiring an extensive amount of finance's time.

For AmeriQual's finance team, personnel planning was also always a time-consuming bottom-up build, integrating multiple data extracts from their personnel software, Kronos, into Excel.

Why Prophix?

To address issues of accountability and manual processes, AmeriQual began researching Corporate Performance Management (CPM) solutions. They desired a unified financial management database that would seamlessly integrate with their ERP, Sage Enterprise Management (X3), and that would give them unprecedented access to their data.

AmeriQual provides solutions to their customers by producing, packaging, assembling and distributing high-quality, shelf-stable food products to major branded food companies and the United States Department of Defense.

Operating: Since 1987

Website: www.ameriquallgroup.com

Employees: 1250

ERP: Sage Enterprise Management (X3)



Their Office of Finance also wanted to be able to automate their core financial processes, with the ability to present visual KPI dashboards to their executive team.

Before selecting Prophix, AmeriQual also considered Host Analytics and Adaptive Insights. Prophix's ability to auto-generate detailed reports, rolling 12-month forecasts and fiscal-year views with low-, medium- and high-sensitivity security was a strong selling point. The total cost of ownership and internal implementation team were also key contributing factors in choosing Prophix. AmeriQual selected an on-premise implementation to align with their recent internal network upgrade.

Prophix's 'Rockstar' Partnership with Sage also gave AmeriQual access to Prophix through their existing account relationships.

Results

AmeriQual has a complex organizational structure with 4 separate divisions, rolling up to 3 reporting entities that are under a single holdings company. AmeriQual is required to comply with several government regulations and food industry guidelines as they relate to food safety, quality, health and the environment. These include USDA, FDA, OSHA, SQF, FSSC, Organic, non-GMO, Kosher and Halal guidelines and regulations.

Their largest expenses are materials, direct labor, salaries/wages and capital. AmeriQual has existing contracts with commercial retailers, as well as the U.S. military and government. Prophix gives them the ability to analyze customer profitability by contract and business segment, in addition to labor cost per unit by product type by contract on a weekly basis.

With Prophix, AmeriQual can stay competitive by using data to make informed decisions about capital investments. They have contracts that

range from quarterly, annually, to 5 years in length. Therefore, their Office of Finance must have access to accurate real-time data to enable them to understand if future investments in business partnerships are financially viable. **This is made possible by a direct and seamless integration with Sage Enterprise Management (X3).**

In addition, the finance team at AmeriQual can pull headcount details (wage rate, hours, department, company, employee type) directly into Prophix to improve their personnel planning process.

After implementing Prophix, **AmeriQual has reduced the time it takes to run their financial processes by 25%**. Furthermore, they anticipate being able to reduce non-value add activity by 10-15% each month across the team.

AmeriQual is confident that they can recover 3-5 times their annual investment in the software in cost savings and margin improvement.

Future Plans

In the future, AmeriQual plans to develop cash flow planning, enhanced dashboarding, and further utilize Prophix's analysis tools.

About Prophix

Prophix develops innovative software that automates critical financial processes such as budgeting, planning, consolidation and reporting – improving a company's profitability and minimizing its risks. Thousands of forward-looking organizations in more than 90 countries use software from Prophix to gain increased visibility and insight into their business performance.



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